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# Annual Benchmark Report for Retail Trade:

January 1987 Through  
December 1996

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A detailed summary of Retail Sales,  
Purchases, Accounts Receivable,  
and Inventories

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U.S. Department of Commerce  
Economics and Statistics Administration  
BUREAU OF THE CENSUS

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A detailed summary of Retail Sales, Purchases,  
Accounts Receivable, and Inventories

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# Annual Benchmark Report for Retail Trade: January 1987 Through December 1996

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This publication contains the following retail trade estimates:

- Annual and monthly sales by retail stores—  
at the National level.  
for selected geographic levels.
- End-of-year and end-of-month inventory values.
- Inventories/sales ratios.
- Annual purchases and gross margin levels.
- Gross margin, as a percent of sales.
- Accounts receivables owed to retail stores.
- Per capita sales.

## REVISIONS

Statistics in this publication reflect a benchmarking process that revised the previously published monthly estimates of sales and end-of-month inventories for 1993 through 1996. The revised unadjusted sales and inventory estimates reflect the results derived from the 1995 Annual Retail Trade Surveys.

The annual retail estimates for 1993 and 1994 shown in this publication reflect a change that adjusted previously published estimates. The change reflects the replacement of imputed 1994 nonemployer data with reported data. The 1993 annual estimates were reimputed using reported 1994 and 1992 levels.

**Benchmarking retail sales.** We revised the monthly sales estimates for January 1993 through December 1996 in a manner which—

1. linked the revised estimates to the previously published December 1992 estimates.
2. equated the sum of the 12 monthly estimates to the 1993, 1994, and 1995 annual estimates.

3. minimized differences between the month-to-month trends of the originally tabulated estimates and the revised estimates.

**Benchmarking end-of-month inventories.** We benchmarked the inventories estimates in a manner similar to the sales estimates—

1. We linked the revised estimates to the previously published December 1992 estimates.
2. We equated the December 1993 through 1995 estimates to the end-of-year estimates from the annual survey.
3. We minimized difference between the month-to-month trends of the originally tabulated estimates and the revised estimates.

**Carry forward factors.** The 1996 monthly sales and inventories estimates were revised to be compatible with the 1995 estimates. We multiplied the originally tabulated 1996 monthly estimates by the ratios of the December 1995 (revised)-to-December 1995 (originally tabulated) estimates. These ratios are referred to as “carry-forward” factors. We will use these same “carry-forward” factors to modify the estimates of sales and inventories each month in 1997. These 1997 estimates should, therefore, be compatible with the revised 1993 through 1996 estimates.

We benchmarked specific detailed kind-of-business estimates for sales and inventories and added appropriate estimates to derive the summary totals. This process assured additivity.

For certain SICs, we applied corrections to the originally tabulated end-of-month sales and inventories estimates before the benchmarking operation began. These corrections could have changed some of the previously published month-to-month trends.

The following table shows a comparison of the revised sales and inventories estimates to the previously published estimates for 1996:

### 1996 Retail Sales and Inventories Comparison of the Revised Estimates to the Previously Published Estimates

(Millions of dollars)

Kind of business	Revised	Previously published	Percent difference
<b>SALES</b>			
Total retail stores.....	2,445,296	2,465,409	-0.8
Durable goods .....	993,336	1,007,236	-1.4
Building materials.....	134,485	132,868	+1.2
Automotive group.....	592,919	605,227	-2.0
Furniture group.....	133,486	136,800	-2.4
Nondurable goods .....	1,451,960	1,458,173	-0.4
General merchandise .....	312,792	309,426	+1.1
Food group .....	423,318	424,344	-0.2
Gasoline stations.....	154,967	157,536	-1.6
Apparel group.....	113,668	113,075	+0.5
Eating and drinking .....	236,526	238,321	-0.8
Drug stores.....	90,682	89,195	+1.7
<b>INVENTORIES<sup>1</sup></b>			
Total retail stores.....	309,184	308,795	+0.1
Durable goods .....	166,527	167,631	-0.7
Building materials.....	21,776	21,683	+0.4
Automotive group.....	90,852	91,097	-0.3
Furniture group.....	22,525	23,663	-4.8
Nondurable goods .....	142,657	141,164	+1.1
General merchandise .....	54,596	53,967	+1.2
Food group .....	29,435	29,663	-0.8
Apparel group.....	21,786	21,222	+2.7

<sup>1</sup>End-of-December. Not adjusted for seasonal variations.

## Causes For Revision

There are several reasons for revisions. The main contributors to the revision from the previously published estimates are:

**Timing.** The respondents have more time to prepare their annual reports than they do for their monthly reports. The annual responses are requested at a time when many companies have had a chance to compile audited book figures for their own purposes. The timing of the annual survey is such that we are also able to obtain independent verification of the reported data from such sources as a company's annual report to its stockholders. On the other hand, respondents to the monthly survey have just a few weeks to provide reports of their sales and end-of-month inventories. Sometimes these reports are based on incomplete or unaudited records and include estimates by the respondents to represent their understanding of their business.

**Sampling.** The annual samples are larger than the samples used to develop the estimates for any given month. As described in more detail in Appendix A of this report, the

samples used to produce the sales estimates each month consist of certainty companies, non-certainty employer identification numbers (EINs), and (prior to August 1994) area sample stores.

- The companies selected as certainty companies are those companies that had large sales in relation to other companies in their kind-of-retail-trade group. The monthly and annual samples are the same for certainty companies.
- The initial selection of the non-certainty EINs was based on stratified random sampling, using annual sales as the measure of size, for those EINs not belonging to a certainty company. The non-certainty EINs selected in the monthly sample were divided into 3 groups, with one group reporting on a rotating basis each month. The annual sample consists of 2 of the 3 groups of EINs.
- The sample used for the end-of-month inventories estimates is a sub-sample of the monthly sales sample. The monthly inventories sample is about 1/3 the size of the monthly sales sample. This, combined with the differences between the annual and monthly surveys mentioned above, often results in greater revision for the inventories estimates than for the sales estimates.

**Response.** The annual estimates are based on more reported data than are the monthly estimates. The response to the Annual Retail Trade Survey is required by law. This requirement results in a response rate above 90 percent. The response to our monthly survey is not mandatory. The response rates for the monthly surveys are usually around 80 percent for sales and 70 percent for inventories. The sales and inventories for the non-reported retailers are accounted for by an imputation process. This process assumes that the missing businesses have trends similar to the businesses, in their kind of business, that did report.

## Adjustment Factors

In addition to the benchmarking operations, we developed new factors to adjust the 1993 through 1996 monthly sales estimates for seasonal variations as well as trading day and holiday differences. We used the unadjusted sales estimates for the months of January 1972 through February or March 1997 as input. We also developed new factors to adjust the 1993 through and 1996 inventories estimates, using the months of December 1980 through February 1997 as input.

The seasonal adjustment program which developed the factors in this publication was the X-11 ARIMA version, developed by Statistics Canada. We developed the adjustment factors for the sales of department stores (SIC 5311), variety stores (SIC 5331), and miscellaneous general merchandise stores (SIC 5399) by the version using forecasting. We used the version without forecasting to calculate all other factors.



## DEFINITION OF TERMS

### Retail Trade

Retail trade, as defined in major groups 52 through 59 of the Standard Industrial Classification Manual: 1987, includes establishments that are engaged in the sale of merchandise for personal or household consumption and in the rendering of services that are incidental to the sale of the merchandise. Additional characteristics of retail establishments are:

- They usually operate at fixed places of business.
- They are engaged in activities to attract the general public to buy.
- They buy or receive and sell merchandise.
- They may process their products, but such processing is incidental or subordinate to selling, and
- They are considered as retail in the trade.

Not all of these characteristics need be present; trade practice can modify some issues. See Appendix B for the definitions of the retail SICs.

### Sales

Sales include merchandise sold for (cash or credit at retail or wholesale) by establishments primarily engaged in retail trade. Services that are incidental to the sale of merchandise, and excise taxes that are paid by the manufacturer or wholesaler and passed along to the retailer are also included. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Sales exclude sales taxes collected directly from customers and paid directly to a local, state, or federal tax agency.

The estimates of sales measure the operations receipts rendered by stores that primarily sell at retail. The sales estimates represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and others whose primary activity is other than retail trade. Since the retail establishment is the basic unit of measure, the published estimates of sales by type of retail store are not intended to measure the total sales for a given commodity or merchandise line.

### Inventories

Merchandise inventories are the value of stocks of goods held for sale through retail stores. The inventories estimates represent the value, at cost, of the merchandise available for sale as of the last day of the report period. Methods of valuation may vary according to the accounting practices of each firm. The estimates provided in this report

are valued on a non-LIFO (last in, first out) basis. Note - LIFO is a method of valuing inventory where the latest items of merchandise added to the inventory are the first ones taken out. Non-LIFO would mean that another method, such as FIFO (first in, first out), was used to establish the value of the inventory available for sale. Merchandise inventories are shown for stores and warehouses servicing retail establishments. Included are only those warehouses that maintained supplies of merchandise primarily intended for distribution to retail stores within the organization.

Most businesses reported the value of their inventories as of the close of the calendar year. Some businesses, using a fiscal year rather than a calendar year for accounting purposes, valued their inventory as of some date other than the last day of the calendar year. About 26 percent of the retail inventories total reported to the *Annual Retail Trade Survey* were on an end-of-fiscal year other than December 31. In the annual survey, inventories reported for a date in a month other than December were adjusted to a December 31 equivalent, based on ratios developed from the *Monthly Retail Inventory Survey*.

### Inventories/Sales Ratios

The inventories/sales ratios show the relationship of the end-of-month values of inventory to the monthly sales. These ratios can be looked at as indications of the number of months of inventory that are on hand in relation to the sales for a month. For example, a ratio of 2.5 would indicate that the retail stores have enough merchandise on hand to cover two and a half months of sales.

### Purchases

Purchases represent the total cost of merchandise that was purchased for resale during the year, whether or not payment for the merchandise was made during the year.

Purchases data include cash and credit purchases made at central offices and company warehouses. The purchases, however, exclude deliveries from central offices or warehouses to retail stores owned by other companies. We asked those companies engaged in both manufacturing and retailing to include purchases at the cost value of inter-company transfers from their plant or warehouses to their retail stores. Also, we asked these companies to include the cost of outside purchases.

### Cost of Goods Available for Sale and Cost of Goods Sold

To calculate the cost of goods available for sale, we added the purchases made during the year to the preceding year's end-of-year inventories. To calculate the cost of goods sold, we deducted the end of the current year's value of inventories from the cost of goods available for sale.

## Gross Margin

The measure of gross margin represents total sales less cost of goods sold.

## Accounts Receivable Balances

Retail accounts receivables are amounts owed to retail stores by their customers for purchases made on credit. The data in this report refer to receivables outstanding as of December 31, including receivables against which the firm has borrowed. However, credit paper discounted or sold to others and amounts actually charged off as bad debts are excluded. Also excluded are amounts charged on credit cards issued by oil companies, banks, and other organizations that issue credit cards.

Charge accounts are credit accounts for which full payment is scheduled to be made at the end of the customary billing period. Installment accounts are classified as open-end or closed-end.

- Open-end installment accounts are primarily revolving or optional accounts. A deferred payment privilege is extended through a line of credit, and the customer has the option of paying the balance in full or paying in two or more installments. The payments are subject to a minimum required payment with a finance charge usually assessed.

- Closed-end installment accounts are those generally requiring a new contract to cover each extension of credit. A precomputed finance charge is assessed at the time credit is extended. Specified fixed schedules of installment payments are established with the number, the amount of payments, and the due dates specified in the contract.

## GAF

General merchandise, apparel, and furniture (GAF) represents sales at stores that sell merchandise normally sold in department stores. GAF includes the following kinds of retail businesses:

- General merchandise group stores (SIC 53).
- Apparel and accessory stores (SIC 56).
- Furniture, home furnishings, and equipment stores (SIC 57).
- Miscellaneous shopping goods stores (SIC 594).

## Price Changes

The estimates presented in this report have not been adjusted for price changes.

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## Detailed Tables

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**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996**

[Data in millions of dollars]

SIC code	Kind of business	1996												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	Unadjusted													
	Retail sales, total . . . . .	173,264	180,251	199,413	198,610	213,754	204,705	204,817	212,247	195,749	207,531	210,236	244,719	2,445,296
	Total (excl. automotive group) . . . .	130,900	133,434	146,628	147,447	158,666	152,745	152,803	159,851	147,371	156,473	164,872	201,187	1,852,377
	Durable goods, total . . . . .	68,706	73,420	82,506	82,958	90,210	85,962	86,024	87,258	80,509	84,794	80,826	90,163	993,336
52	Building materials group stores . . . .	8,062	8,232	9,776	11,936	13,348	12,892	12,718	12,300	11,634	12,316	10,921	10,350	134,485
521,3,5	Building materials, supply stores, hardware . . . . .	7,272	7,411	8,663	10,164	11,309	10,932	11,111	10,752	10,086	10,784	9,702	8,967	117,153
521,3	Building materials, supply stores . . . .	6,233	6,427	7,559	8,817	9,830	9,514	9,758	9,454	8,898	9,478	8,403	7,608	101,979
525	Hardware stores . . . . .	1,039	984	1,104	1,347	1,479	1,418	1,353	1,298	1,188	1,306	1,299	1,359	15,174
55 ex 554	Automotive dealers . . . . .	42,364	46,817	52,785	51,163	55,088	51,960	52,014	52,396	48,378	51,058	45,364	43,532	592,919
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	39,763	44,207	49,845	48,107	51,891	48,814	48,753	49,142	45,399	47,786	42,420	40,761	556,888
551,2	Motor vehicle dealers . . . . .	38,316	42,461	47,609	45,418	48,948	45,941	46,141	46,259	43,283	45,720	40,626	39,046	529,768
551	Motor vehicle dealers, (new & used) . . .	35,570	39,170	43,763	41,745	45,430	42,613	42,789	42,970	40,270	42,423	37,578	36,237	490,558
553	Auto & home supply stores . . . . .	2,601	2,610	2,940	3,056	3,197	3,146	3,261	3,254	2,979	3,272	2,944	2,771	36,031
57	Furniture group stores . . . . .	9,904	9,641	10,617	10,143	10,639	10,507	10,686	11,326	10,721	11,211	12,483	15,608	133,486
571	Furniture & home furn. stores . . . . .	4,764	4,757	5,347	5,209	5,489	5,382	5,590	5,793	5,443	5,822	6,347	6,720	66,663
5712	Furniture stores . . . . .	2,899	2,957	3,252	3,096	3,223	3,144	3,186	3,327	3,162	3,289	3,605	3,623	38,763
5713	Floor covering stores . . . . .	870	803	951	1,027	1,043	1,042	1,136	1,104	1,030	1,122	1,047	1,052	12,227
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,349	4,072	4,396	4,140	4,323	4,299	4,306	4,669	4,474	4,604	5,205	7,263	56,100
5722	Household appliance stores . . . . .	698	649	727	742	792	788	790	832	760	797	882	1,031	9,488
5731,34	Radio, television and computer stores . . . . .	3,651	3,423	3,669	3,398	3,531	3,511	3,516	3,837	3,714	3,807	4,323	6,232	46,612
5941	Sporting goods stores and bicycle shops .	1,388	1,372	1,732	1,794	1,876	2,010	1,951	2,125	1,710	1,564	1,736	2,889	22,147
5942	Book stores . . . . .	1,339	740	726	732	833	817	765	1,322	1,006	866	870	1,531	11,547
5944	Jewelry stores . . . . .	1,027	1,417	1,298	1,341	1,746	1,393	1,363	1,466	1,324	1,455	1,835	4,478	20,143
	Nondurable goods, total . . . . .	104,558	106,831	116,907	115,652	123,544	118,743	118,793	124,989	115,240	122,737	129,410	154,556	1,451,960
53	General merchandise group stores . . . .	18,670	20,597	23,358	23,479	25,904	24,866	23,695	26,416	23,819	25,978	31,075	44,935	312,792
531	Dept. stores (excl. leased depts.) . . . .	14,269	15,856	18,141	18,311	20,098	19,211	18,265	20,640	18,611	20,183	24,614	36,188	244,387
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,532	16,183	18,514	18,689	20,475	19,551	18,582	21,016	18,938	20,539	25,069	36,701	248,789
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,812	3,648	4,203	4,117	4,455	4,030	3,726	4,636	4,323	4,540	5,786	9,334	55,610
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	9,250	9,960	11,277	11,506	12,760	12,391	11,785	12,804	11,471	12,533	14,969	20,781	151,487
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,470	2,575	3,034	3,066	3,260	3,130	3,071	3,576	3,144	3,466	4,314	6,586	41,692
533	Variety stores . . . . .	463	561	635	641	705	651	646	699	616	710	776	1,218	8,321
539	Miscellaneous general merchandise stores . . . . .	3,938	4,180	4,582	4,527	5,101	5,004	4,784	5,077	4,592	5,085	5,685	7,529	60,084
54	Food group stores . . . . .	33,580	32,580	34,982	34,031	36,348	35,310	36,289	36,716	34,096	35,498	35,880	38,008	423,318
541	Grocery stores . . . . .	31,930	30,882	33,147	32,177	34,399	33,420	34,411	34,803	32,314	33,584	33,924	35,463	400,454
542	Meat, fish (seafood) markets . . . . .	451	455	488	483	519	514	512	545	449	450	481	627	5,974
546	Retail bakeries . . . . .	476	476	530	514	580	551	535	556	545	617	606	657	6,643
554	Gasoline service stations . . . . .	11,488	11,248	12,454	12,887	14,039	13,642	13,629	13,795	12,724	13,264	12,807	12,990	154,967
56	Apparel & accessory stores . . . . .	6,516	7,397	8,843	9,026	9,435	8,941	8,616	10,366	9,052	9,569	10,777	15,130	113,668
561	Mens & boys clothing, furnishings. . . .	687	696	756	765	826	806	701	809	791	843	977	1,514	10,171
562,3	Women's clothing specialty stores . . . .	1,929	2,234	2,597	2,732	2,967	2,765	2,453	2,764	2,638	2,805	3,048	4,406	33,338
562	Women's ready to wear . . . . .	1,613	1,883	2,244	2,393	2,595	2,405	2,090	2,368	2,285	2,418	2,596	3,666	28,556
565	Family clothing stores . . . . .	2,243	2,613	3,181	3,170	3,278	3,165	3,206	3,871	3,352	3,683	4,366	6,234	42,362
566	Shoe stores . . . . .	1,131	1,282	1,591	1,680	1,706	1,592	1,566	2,009	1,511	1,494	1,606	2,017	19,185
58	Eating and drinking places . . . . .	17,424	18,187	19,940	19,489	20,742	20,219	20,470	21,250	19,278	20,083	19,622	19,822	236,526
5812	Eating places . . . . .	16,437	17,166	18,831	18,443	19,654	19,156	19,381	20,120	18,234	18,993	18,535	18,721	223,671
5812 pt	Restaurants, lunchrooms, cafeterias . .	9,114	9,578	10,437	10,171	10,693	10,327	10,583	11,198	10,100	10,454	10,352	10,182	123,189
5812 pt	Refreshment places . . . . .	7,068	7,263	8,011	7,838	8,428	8,349	8,381	8,476	7,634	8,009	7,721	8,021	95,199
5813	Drinking places (alcoholic bev) . . . . .	987	1,021	1,109	1,046	1,088	1,063	1,089	1,130	1,044	1,090	1,087	1,101	12,855
591	Drug & proprietary stores . . . . .	7,062	7,108	7,417	7,329	7,651	7,164	7,381	7,526	7,114	7,715	7,613	9,602	90,682
592	Liquor stores . . . . .	1,660	1,630	1,811	1,772	1,927	1,927	2,002	2,032	1,757	1,837	1,970	2,525	22,850
596	Nonstore retailers <sup>2</sup> . . . . .	4,955	4,853	5,299	5,181	5,111	4,726	4,802	4,906	5,268	6,220	6,920	7,951	66,192
5961	Total mail order . . . . .	3,730	3,400	3,763	3,645	3,582	3,296	3,440	3,508	3,731	4,491	5,223	6,203	48,012
598	Fuel dealers . . . . .	2,088	1,863	1,570	1,156	910	726	751	775	922	1,228	1,405	1,887	15,281
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	41,040	43,649	49,179	49,134	53,126	51,297	50,048	56,095	50,464	53,897	63,380	92,927	654,236
594	Miscellaneous shopping goods stores . .	5,950	6,014	6,361	6,486	7,148	6,983	7,051	7,987	6,872	7,139	9,045	17,254	94,290

See footnotes on next page.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>197,714</b>	<b>201,085</b>	<b>201,895</b>	<b>202,170</b>	<b>203,865</b>	<b>202,789</b>	<b>203,291</b>	<b>203,036</b>	<b>204,713</b>	<b>206,277</b>	<b>205,789</b>	<b>206,894</b>	
	Total (excl. automotive group) . . .	149,641	151,137	151,972	153,807	154,556	154,121	154,457	154,027	154,874	156,163	156,269	156,850	
	<b>Durable goods, total . . . . .</b>	<b>79,640</b>	<b>81,931</b>	<b>82,658</b>	<b>81,519</b>	<b>83,011</b>	<b>82,394</b>	<b>82,531</b>	<b>82,487</b>	<b>83,091</b>	<b>83,871</b>	<b>83,485</b>	<b>83,785</b>	
52	Building materials group stores . . . . .	10,440	10,580	10,684	11,047	11,149	11,579	11,507	11,302	11,336	11,386	11,339	11,319	
521,3	Building materials, supply stores . . . .	7,890	7,994	8,137	8,326	8,563	8,673	8,728	8,587	8,597	8,601	8,627	8,558	
525	Hardware stores . . . . .	1,235	1,263	1,240	1,282	1,268	1,275	1,264	1,244	1,244	1,279	1,266	1,299	
55 ex 554	Automotive dealers . . . . .	48,073	49,948	49,923	48,363	49,309	48,668	48,834	49,009	49,839	50,114	49,520	50,044	
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	45,134	46,979	46,935	45,384	46,290	45,663	45,820	46,013	46,851	47,033	46,564	47,068	
553	Auto & home supply stores . . . . .	2,939	2,969	2,988	2,979	3,019	3,005	3,014	2,996	2,988	3,081	2,956	2,976	
57	Furniture group stores . . . . .	10,709	10,821	11,128	11,118	11,168	11,137	11,142	11,235	11,232	11,214	11,142	11,125	
571	Furniture & home furn. stores . . . . .	5,270	5,387	5,570	5,524	5,539	5,548	5,568	5,576	5,554	5,620	5,632	5,657	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,549	4,524	4,637	4,673	4,704	4,673	4,675	4,759	4,811	4,727	4,647	4,600	
	<b>Nondurable goods, total . . . . .</b>	<b>118,074</b>	<b>119,154</b>	<b>119,237</b>	<b>120,651</b>	<b>120,854</b>	<b>120,395</b>	<b>120,760</b>	<b>120,549</b>	<b>121,622</b>	<b>122,406</b>	<b>122,304</b>	<b>123,109</b>	
53	General merchandise group stores . . .	25,225	25,588	25,434	25,893	26,046	25,973	26,009	26,187	26,295	26,511	26,253	26,674	
531	Dept. stores (excl. leased depts.) . . . .	19,681	19,945	19,740	20,211	20,342	20,243	20,249	20,415	20,565	20,722	20,461	21,064	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,870	20,277	20,102	20,539	20,727	20,567	20,644	20,808	20,896	21,016	20,936	21,382	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,449	4,641	4,604	4,657	4,621	4,585	4,566	4,622	4,658	4,676	4,581	4,760	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	12,092	12,221	12,100	12,425	12,559	12,554	12,631	12,728	12,760	12,828	12,893	13,029	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,329	3,415	3,398	3,457	3,547	3,428	3,447	3,458	3,478	3,512	3,462	3,593	
533	Variety stores . . . . .	658	673	681	680	683	696	714	705	689	714	702	711	
539	Miscellaneous general merchandise stores . . . . .	4,886	4,970	5,013	5,002	5,021	5,034	5,046	5,067	5,041	5,075	5,090	4,899	
54	Food group stores . . . . .	34,882	34,703	34,827	35,092	34,966	35,053	35,367	35,148	35,633	35,691	35,627	35,761	
541	Grocery stores . . . . .	33,020	32,853	32,949	33,206	33,076	33,122	33,474	33,241	33,731	33,787	33,688	33,806	
554	Gasoline service stations . . . . .	12,353	12,388	12,760	13,097	13,307	12,980	12,773	12,750	12,827	13,004	13,082	13,242	
56	Apparel & accessory stores . . . . .	9,230	9,585	9,322	9,565	9,582	9,561	9,471	9,482	9,585	9,522	9,344	9,402	
561	Mens & boys clothing, furnishings. . . .	843	864	846	840	860	835	851	866	879	856	852	811	
562,3	Women's clothing specialty stores . . . .	2,732	2,857	2,686	2,822	2,845	2,880	2,741	2,731	2,792	2,774	2,726	2,768	
566	Shoe stores . . . . .	1,577	1,600	1,588	1,645	1,636	1,611	1,626	1,602	1,553	1,573	1,555	1,584	
58	Eating and drinking places . . . . .	19,360	19,662	19,626	19,666	19,642	19,460	19,607	19,549	19,651	19,845	20,084	20,002	
591	Drug & proprietary stores . . . . .	7,184	7,328	7,387	7,388	7,472	7,470	7,578	7,617	7,649	7,785	7,768	7,800	
592	Liquor stores . . . . .	1,912	1,889	1,902	1,901	1,902	1,912	1,908	1,928	1,877	1,882	1,892	1,910	
5961	Total mail order . . . . .	3,885	3,981	3,820	3,979	3,989	4,069	4,165	3,973	3,999	3,985	3,918	4,028	
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	52,677	53,512	53,594	54,270	54,532	54,473	54,500	54,867	54,975	55,188	54,793	55,305	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:**  
**January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	Retail sales, total . . . . .	166,188	162,959	190,844	186,287	199,980	201,079	193,423	202,572	191,213	192,351	200,800	236,342	2,324,038
	Total (excl. automotive group) . . . . .	127,550	123,440	141,594	140,627	149,643	148,708	145,846	151,856	144,856	146,450	157,284	194,854	1,772,708
	Durable goods, total . . . . .	64,096	63,992	77,744	74,251	82,517	84,428	78,198	83,320	77,195	76,716	76,827	85,733	925,017
52	Building materials group stores . . . . .	8,071	7,839	10,073	10,708	12,436	12,007	11,087	11,455	10,952	11,171	10,329	9,703	125,831
521,3,5	Building materials, supply stores, hardware . . . . .	7,299	7,053	8,802	9,130	10,407	10,377	9,764	9,931	9,553	9,872	9,118	8,450	109,756
521,3	Building materials, supply stores . . . . .	6,400	6,181	7,711	7,938	9,022	8,992	8,489	8,702	8,351	8,677	7,864	7,140	95,467
525	Hardware stores . . . . .	899	872	1,091	1,192	1,385	1,385	1,275	1,229	1,202	1,195	1,254	1,310	14,289
55 ex														
554	Automotive dealers . . . . .	38,638	39,519	49,250	45,660	50,337	52,371	47,577	50,716	46,357	45,901	43,516	41,488	551,330
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	36,206	37,193	46,396	42,859	47,373	49,332	44,605	47,597	43,421	42,890	40,574	38,771	517,217
551,2	Motor vehicle dealers . . . . .	34,939	35,660	43,928	40,410	44,668	46,374	42,192	45,107	41,312	40,995	39,226	37,204	492,015
551	Motor vehicle dealers, (new & used) . . . . .	32,250	32,851	40,662	37,447	41,529	43,121	38,761	41,734	38,170	38,010	36,395	34,747	455,677
553	Auto & home supply stores . . . . .	2,432	2,326	2,854	2,801	2,964	3,039	2,972	3,119	2,936	3,011	2,942	2,717	34,113
57	Furniture group stores . . . . .	9,552	8,860	9,941	9,232	9,951	10,131	10,054	10,786	10,519	10,608	12,183	15,453	127,270
571	Furniture & home furn. stores . . . . .	4,677	4,414	5,029	4,830	5,196	5,212	5,251	5,526	5,456	5,490	6,155	6,548	63,784
5712	Furniture stores . . . . .	2,909	2,717	3,075	2,859	3,060	3,089	3,095	3,235	3,224	3,204	3,460	3,591	37,518
5713	Floor covering stores . . . . .	823	815	927	910	964	995	942	1,003	1,020	1,003	1,043	1,028	11,473
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	4,081	3,714	4,117	3,671	4,013	4,137	4,028	4,376	4,219	4,316	5,059	7,235	52,966
5722	Household appliance stores . . . . .	715	640	761	694	788	852	880	853	758	757	842	965	9,505
5731,34	Radio, television and computer stores . . . . .	3,366	3,074	3,356	2,977	3,225	3,285	3,148	3,523	3,461	3,559	4,217	6,270	43,461
5941	Sporting goods stores and bicycle shops . . . . .	1,241	1,266	1,623	1,631	1,671	1,779	1,737	1,884	1,606	1,435	1,593	2,813	20,279
5942	Book stores . . . . .	1,274	698	675	667	762	783	758	1,210	1,069	726	827	1,428	10,877
5944	Jewelry stores . . . . .	889	1,187	1,104	1,168	1,555	1,348	1,221	1,351	1,285	1,329	1,812	4,338	18,587
	Nondurable goods, total . . . . .	102,092	98,967	113,100	112,036	117,463	116,651	115,225	119,252	114,018	115,635	123,973	150,609	1,399,021
53	General merchandise group stores . . . . .	18,335	18,490	22,386	22,842	24,010	24,067	23,280	24,763	23,297	24,215	30,201	43,283	299,169
531	Dept. stores (excl. leased depts.) . . . . .	13,847	14,193	17,358	17,705	18,442	18,532	18,024	19,267	18,151	18,824	23,922	34,450	232,715
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	14,102	14,457	17,676	18,039	18,775	18,853	18,318	19,614	18,474	19,143	24,350	34,967	236,768
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,879	3,309	4,067	4,049	4,270	4,091	3,793	4,476	4,352	4,324	5,795	9,040	54,445
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	8,632	8,661	10,493	10,954	11,409	11,617	11,189	11,610	10,944	11,473	14,141	19,568	140,691
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,591	2,487	3,116	3,036	3,096	3,145	3,336	3,528	3,178	3,346	4,414	6,359	41,632
533	Variety stores . . . . .	510	482	566	611	627	625	579	607	594	626	740	1,169	7,736
539	Miscellaneous general merchandise stores . . . . .	3,978	3,815	4,462	4,526	4,941	4,910	4,677	4,889	4,552	4,765	5,539	7,664	58,718
54	Food group stores . . . . .	32,602	30,606	33,949	33,382	34,810	34,652	35,150	34,972	33,796	33,555	34,200	37,943	409,617
541	Grocery stores . . . . .	31,049	29,040	32,254	31,601	33,035	32,887	33,377	33,165	32,044	31,731	32,358	35,481	388,022
542	Meat, fish (seafood) markets . . . . .	450	430	483	483	479	484	499	514	485	472	510	669	5,958
546	Retail bakeries . . . . .	471	478	519	525	555	547	542	551	540	585	562	613	6,488
554	Gasoline service stations . . . . .	11,244	10,711	11,949	11,840	12,971	13,201	12,998	13,141	12,223	12,190	11,680	11,932	146,080
56	Apparel & accessory stores . . . . .	6,506	6,651	8,572	8,854	8,926	8,798	8,398	9,661	9,216	8,926	10,664	15,257	110,429
561	Mens & boys clothing, furnishings. . . . .	723	666	742	799	794	816	708	767	796	831	992	1,608	10,242
562,3	Women's clothing specialty stores . . . . .	2,106	2,221	2,862	2,915	3,072	2,844	2,646	2,861	2,875	2,825	3,160	4,613	35,000
562	Women's ready to wear . . . . .	1,844	1,940	2,568	2,617	2,724	2,532	2,330	2,491	2,533	2,464	2,727	3,916	30,686
565	Family clothing stores . . . . .	2,108	2,173	2,782	2,836	2,834	2,933	2,883	3,347	3,191	3,168	4,137	6,048	38,440
566	Shoe stores . . . . .	1,098	1,106	1,539	1,681	1,631	1,621	1,529	1,889	1,597	1,433	1,622	2,048	18,794
58	Eating and drinking places . . . . .	17,291	16,931	19,323	19,381	20,184	20,210	20,491	20,833	19,506	19,626	18,589	19,695	232,060
5812	Eating places . . . . .	16,388	16,027	18,307	18,373	19,150	19,189	19,441	19,767	18,419	18,550	17,528	18,584	219,723
5812 pt	Restaurants, lunchrooms, cafeterias . . . . .	9,210	9,020	10,134	10,170	10,596	10,510	10,936	11,086	10,128	10,176	9,731	10,185	121,882
5812 pt	Refreshment places . . . . .	7,038	6,869	7,949	7,877	8,195	8,222	8,232	8,363	7,927	7,936	7,495	8,042	94,145
5813	Drinking places (alcoholic bev) . . . . .	903	904	1,016	1,008	1,034	1,021	1,050	1,066	1,087	1,076	1,061	1,111	12,337
591	Drug & proprietary stores . . . . .	6,822	6,608	7,127	6,945	7,263	7,019	6,773	7,010	6,827	7,044	7,162	8,954	85,554
592	Liquor stores . . . . .	1,556	1,502	1,727	1,699	1,808	1,862	1,884	1,857	1,839	1,781	1,869	2,582	21,966
596	Nonstore retailers <sup>2</sup> . . . . .	5,069	4,593	5,501	4,876	5,127	4,867	4,480	5,128	5,352	6,113	7,092	7,588	65,786
5961	Total mail order . . . . .	3,552	2,965	3,684	3,256	3,451	3,237	3,103	3,512	3,750	4,346	5,355	5,976	46,187
598	Fuel dealers . . . . .	1,582	1,612	1,332	957	881	744	678	767	838	967	1,292	1,797	13,447
53,56,57,594	GAF, total <sup>3</sup> . . . . .	39,847	39,332	46,659	46,814	49,444	49,488	48,010	52,331	49,583	50,116	61,315	90,001	622,940
594	Miscellaneous shopping goods stores . . . . .	5,454	5,331	5,760	5,886	6,557	6,492	6,278	7,121	6,551	6,367	8,267	16,008	86,072

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	Retail sales, total . . . . .	192,619	189,568	190,950	191,094	193,074	194,512	194,315	195,752	195,079	194,865	196,702	198,006	
	Total (excl. automotive group) . . .	147,590	145,483	146,096	146,346	147,437	147,935	148,055	148,368	148,780	148,232	149,420	150,259	
	Durable goods, total . . . . .	76,055	74,685	75,544	75,334	76,480	77,527	77,362	78,723	77,640	78,048	79,234	79,810	
52	Building materials group stores . . . . .	10,658	10,492	10,674	10,383	10,307	10,369	10,423	10,424	10,457	10,580	10,697	10,767	
521,3	Building materials, supply stores . . . . .	8,237	8,017	8,083	7,906	7,804	7,840	7,897	7,819	7,916	8,042	8,057	8,207	
525	Hardware stores . . . . .	1,095	1,158	1,177	1,156	1,183	1,236	1,197	1,204	1,208	1,194	1,251	1,232	
55 ex 554	Automotive dealers . . . . .	45,029	44,085	44,854	44,748	45,637	46,577	46,260	47,384	46,299	46,633	47,282	47,747	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	42,198	41,326	42,025	41,936	42,833	43,773	43,432	44,525	43,421	43,721	44,343	44,822	
553	Auto & home supply stores . . . . .	2,831	2,759	2,829	2,812	2,804	2,804	2,828	2,859	2,878	2,912	2,939	2,925	
57	Furniture group stores . . . . .	10,475	10,317	10,280	10,271	10,440	10,521	10,605	10,775	10,812	10,806	10,960	10,938	
571	Furniture & home furn. stores . . . . .	5,267	5,175	5,158	5,194	5,222	5,281	5,315	5,339	5,440	5,420	5,505	5,479	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,328	4,294	4,284	4,244	4,367	4,378	4,412	4,497	4,465	4,501	4,554	4,585	
	Nondurable goods, total . . . . .	116,564	114,883	115,406	115,760	116,594	116,985	116,953	117,029	117,439	116,817	117,468	118,196	
53	General merchandise group stores . . .	24,967	24,134	24,486	24,612	24,761	25,056	25,262	25,039	25,313	25,003	25,207	25,260	
531	Dept. stores (excl. leased depts.) . . . .	19,232	18,774	19,012	19,079	19,170	19,446	19,698	19,501	19,729	19,487	19,721	19,674	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,450	19,039	19,394	19,425	19,465	19,779	20,114	19,811	20,050	19,793	20,185	20,021	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,614	4,448	4,504	4,504	4,528	4,566	4,609	4,540	4,591	4,509	4,563	4,552	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	11,358	11,175	11,443	11,555	11,524	11,746	11,815	11,799	11,974	11,877	12,045	12,072	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,478	3,416	3,447	3,366	3,413	3,467	3,690	3,472	3,485	3,407	3,577	3,397	
533	Variety stores . . . . .	731	615	603	629	640	640	636	624	658	649	653	667	
539	Miscellaneous general merchandise stores . . . . .	5,004	4,745	4,871	4,904	4,951	4,970	4,928	4,914	4,926	4,867	4,833	4,919	
54	Food group stores . . . . .	34,243	33,928	33,753	33,961	34,100	34,034	34,113	34,230	34,204	34,382	34,435	34,722	
541	Grocery stores . . . . .	32,478	32,159	31,998	32,180	32,356	32,274	32,311	32,419	32,368	32,545	32,586	32,853	
554	Gasoline service stations . . . . .	12,208	12,199	12,230	12,181	12,330	12,430	12,262	12,236	12,126	11,988	11,967	12,151	
56	Apparel & accessory stores . . . . .	9,354	9,000	9,178	9,070	9,196	9,246	9,197	9,113	9,353	9,117	9,321	9,308	
561	Mens & boys clothing, furnishings. . . .	889	868	854	845	838	840	841	851	857	852	872	852	
562,3	Women's clothing specialty stores . . . .	3,043	2,946	2,991	2,936	2,968	2,953	2,947	2,896	2,919	2,856	2,839	2,858	
566	Shoe stores . . . . .	1,544	1,453	1,590	1,578	1,593	1,613	1,588	1,557	1,561	1,553	1,595	1,568	
58	Eating and drinking places . . . . .	19,127	18,981	19,189	19,304	19,408	19,358	19,460	19,525	19,506	19,451	19,384	19,442	
591	Drug & proprietary stores . . . . .	7,069	7,083	7,029	7,080	7,128	7,126	7,077	7,131	7,224	7,202	7,293	7,280	
592	Liquor stores . . . . .	1,820	1,805	1,835	1,811	1,810	1,822	1,791	1,828	1,852	1,857	1,873	1,878	
5961	Total mail order . . . . .	3,763	3,616	3,699	3,717	3,805	3,826	3,938	3,951	3,935	3,926	4,005	3,971	
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	51,824	50,339	50,875	50,960	51,532	51,941	52,198	52,091	52,717	52,169	52,909	52,948	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1994												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	Unadjusted													
	Retail sales, total . . . . .	154,400	155,596	183,782	181,209	186,395	189,244	184,978	192,925	184,957	188,454	193,411	231,974	2,227,325
	Total (excl. automotive group) . . . .	119,402	117,954	136,853	135,441	141,180	141,864	141,164	146,759	140,513	144,393	151,838	191,472	1,708,833
	Durable goods, total . . . . .	57,416	59,970	73,596	73,444	75,176	77,751	73,101	77,533	74,542	73,896	73,347	83,636	873,408
52	Building materials group stores . . . . .	7,170	7,051	9,509	10,773	11,936	11,649	10,856	11,474	11,131	10,857	10,225	9,711	122,342
521,3,5	Building materials, supply stores, hardware . . . . .	6,496	6,419	8,361	9,229	10,006	10,078	9,564	10,090	9,676	9,650	9,014	8,500	107,083
521,3	Building materials, supply stores . . . .	5,518	5,533	7,285	7,969	8,678	8,775	8,316	8,867	8,509	8,420	7,818	7,222	92,910
525	Hardware stores . . . . .	978	886	1,076	1,260	1,328	1,303	1,248	1,223	1,167	1,230	1,196	1,278	14,173
55 ex 554	Automotive dealers . . . . .	34,998	37,642	46,929	45,768	45,215	47,380	43,814	46,166	44,444	44,061	41,573	40,502	518,492
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	32,730	35,345	44,133	42,979	42,426	44,412	40,930	43,176	41,592	41,221	38,759	37,831	485,534
551,2	Motor vehicle dealers . . . . .	31,776	34,075	42,003	40,563	40,079	41,812	38,707	41,148	39,758	39,260	37,202	36,324	462,707
551	Motor vehicle dealers, (new & used) . . . .	29,563	31,630	39,324	37,773	37,438	39,045	35,938	38,038	36,882	36,140	34,654	33,871	430,296
553	Auto & home supply stores . . . . .	2,268	2,297	2,796	2,789	2,789	2,968	2,884	2,990	2,852	2,840	2,814	2,671	32,958
57	Furniture group stores . . . . .	8,135	8,024	9,175	8,820	9,082	9,488	9,465	10,037	9,810	10,120	11,465	15,028	118,649
571	Furniture & home furn. stores . . . . .	4,036	4,154	4,827	4,745	4,921	5,014	5,053	5,374	5,182	5,312	5,807	6,441	60,866
5712	Furniture stores . . . . .	2,553	2,585	2,943	2,854	2,880	2,922	2,973	3,108	3,082	3,082	3,344	3,633	35,959
5713	Floor covering stores . . . . .	709	742	893	922	990	1,034	998	1,055	972	1,021	1,018	1,004	11,358
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	3,420	3,192	3,597	3,342	3,438	3,713	3,644	3,878	3,822	4,020	4,745	6,906	47,717
5722	Household appliance stores . . . . .	624	576	672	654	680	801	761	742	687	717	851	969	8,734
5731,34	Radio, television and computer stores . . . . .	2,796	2,616	2,925	2,688	2,758	2,912	2,883	3,136	3,135	3,303	3,894	5,937	38,983
5941	Sporting goods stores and bicycle shops . .	1,183	1,210	1,509	1,573	1,573	1,701	1,608	1,762	1,491	1,343	1,493	2,649	19,095
5942	Book stores . . . . .	1,040	626	625	600	672	711	665	1,132	1,001	715	753	1,374	9,914
5944	Jewelry stores . . . . .	891	1,173	1,041	1,151	1,344	1,234	1,203	1,297	1,222	1,299	1,698	4,122	17,675
	Non-durable goods, total . . . . .	96,984	95,626	110,186	107,765	111,219	111,493	111,877	115,392	110,415	114,558	120,064	148,338	1,353,917
53	General merchandise group stores . . . .	16,959	17,565	21,529	21,224	22,242	22,420	21,593	23,283	21,852	23,839	28,496	42,201	283,203
531	Dept. stores (excl. leased depts.) . . . .	12,744	13,275	16,556	16,279	17,002	17,152	16,569	18,056	16,844	18,432	22,318	33,392	218,619
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,017	13,569	16,907	16,642	17,353	17,496	16,892	18,414	17,199	18,786	22,750	33,967	222,992
531 pt.	Conventional department stores (including leased depts.) . . . . .	2,722	3,226	4,140	3,892	4,037	3,945	3,696	4,404	4,237	4,452	5,711	9,134	53,596
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,784	7,901	9,579	9,713	10,293	10,436	10,151	10,546	9,882	10,879	12,804	18,507	128,475
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,511	2,442	3,188	3,037	3,023	3,115	3,045	3,464	3,080	3,455	4,235	6,326	40,921
533	Variety stores . . . . .	479	537	655	649	660	655	595	631	623	656	734	1,207	8,081
539	Miscellaneous general merchandise stores . . . . .	3,736	3,753	4,318	4,296	4,580	4,613	4,429	4,596	4,385	4,751	5,444	7,602	56,503
54	Food group stores . . . . .	31,458	29,645	33,177	32,368	33,411	33,718	34,440	33,867	33,121	33,200	33,244	37,196	398,845
541	Grocery stores . . . . .	30,005	28,180	31,519	30,745	31,702	32,063	32,755	32,174	31,458	31,461	31,486	34,849	378,397
542	Meat, fish (seafood) markets . . . . .	424	395	493	475	511	518	513	532	492	493	523	686	6,055
546	Retail bakeries . . . . .	448	450	497	501	530	491	513	509	510	557	532	568	6,106
554	Gasoline service stations . . . . .	10,533	10,217	11,306	11,328	11,932	12,240	12,572	13,025	12,183	12,280	11,932	12,123	141,671
56	Apparel & accessory stores . . . . .	6,318	6,659	8,786	8,628	8,573	8,559	8,424	9,702	8,854	9,299	10,487	15,573	109,862
561	Mens & boys clothing, furnishings. . . .	723	666	804	817	835	868	763	802	804	894	1,003	1,685	10,664
562,3	Women's clothing specialty stores . . . .	2,091	2,300	2,947	2,946	2,954	2,825	2,651	2,993	2,830	3,038	3,356	5,003	35,934
562	Women's ready to wear . . . . .	1,847	2,039	2,653	2,654	2,654	2,550	2,347	2,655	2,536	2,703	2,946	4,363	31,947
565	Family clothing stores . . . . .	1,958	2,082	2,815	2,746	2,719	2,808	2,894	3,268	2,947	3,220	3,860	5,830	37,147
566	Shoe stores . . . . .	1,127	1,170	1,611	1,534	1,543	1,527	1,524	1,865	1,603	1,497	1,591	2,128	18,720
58	Eating and drinking places . . . . .	15,947	16,381	18,607	18,625	19,259	19,309	20,046	19,831	18,710	19,177	18,128	19,465	223,485
5812	Eating places . . . . .	15,044	15,474	17,583	17,602	18,247	18,334	19,057	18,846	17,754	18,200	17,171	18,450	211,762
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,464	8,805	9,903	9,870	10,149	10,071	10,565	10,544	9,853	10,089	9,565	10,227	118,105
5812 pt	Refreshment places . . . . .	6,417	6,499	7,482	7,493	7,773	7,891	8,172	7,992	7,633	7,850	7,399	7,942	90,543
5813	Drinking places (alcoholic bev) . . . . .	903	907	1,024	1,023	1,012	975	989	985	956	977	957	1,015	11,723
591	Drug & proprietary stores . . . . .	6,486	6,188	6,907	6,605	6,771	6,653	6,558	6,814	6,557	6,764	6,788	8,718	81,809
592	Liquor stores . . . . .	1,549	1,505	1,713	1,756	1,828	1,854	1,978	1,855	1,820	1,802	1,843	2,575	22,078
596	Nonstore retailers <sup>2</sup> . . . . .	4,662	4,415	5,423	5,086	4,949	4,822	4,447	5,066	5,273	5,912	6,744	7,378	64,177
5961	Total mail order . . . . .	3,342	2,932	3,664	3,376	3,219	3,049	2,837	3,262	3,474	3,945	4,883	5,623	43,606
598	Fuel dealers . . . . .	2,008	1,781	1,485	906	803	740	690	785	873	1,026	1,156	1,498	13,751
53,56,57,594	GAF, total <sup>3</sup> . . . . .	36,464	37,390	45,110	44,335	45,953	46,647	45,544	49,884	46,808	49,508	58,172	87,973	593,788
594	Miscellaneous shopping goods stores . .	5,052	5,142	5,620	5,663	6,056	6,180	6,062	6,862	6,292	6,250	7,724	15,171	82,074

See footnotes on next page.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	178,005	180,976	183,962	183,096	182,621	184,382	184,578	187,336	187,935	190,464	190,727	190,831	
	Total (excl. automotive group) . . .	136,779	138,925	140,836	139,940	140,568	141,856	142,526	143,930	144,345	145,076	145,359	145,623	
	<b>Durable goods, total</b> . . . . .	68,668	69,865	71,716	72,019	71,189	71,920	71,680	73,545	74,037	76,005	75,936	75,915	
52	<b>Building materials group stores</b> . . . . .	9,613	9,412	9,993	10,098	10,074	10,139	10,161	10,443	10,511	10,513	10,533	10,471	
521.3	Building materials, supply stores . . . .	7,213	7,167	7,596	7,677	7,646	7,731	7,721	7,960	7,945	7,996	7,969	8,069	
525	Hardware stores . . . . .	1,174	1,174	1,161	1,191	1,157	1,170	1,176	1,192	1,191	1,209	1,198	1,169	
55 ex 554	<b>Automotive dealers</b> . . . . .	41,226	42,051	43,126	43,156	42,053	42,526	42,052	43,406	43,590	45,388	45,368	45,208	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	38,551	39,316	40,341	40,432	39,356	39,796	39,318	40,655	40,816	42,628	42,546	42,411	
553	Auto & home supply stores . . . . .	2,675	2,735	2,785	2,724	2,697	2,730	2,734	2,751	2,774	2,760	2,822	2,797	
57	<b>Furniture group stores</b> . . . . .	8,893	9,302	9,484	9,538	9,648	9,842	9,888	10,033	10,142	10,305	10,376	10,477	
571	Furniture & home furn. stores . . . . .	4,520	4,830	4,936	4,963	5,021	5,070	5,104	5,192	5,219	5,239	5,227	5,280	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,627	3,694	3,751	3,751	3,799	3,925	3,927	3,986	4,057	4,205	4,286	4,316	
	<b>Nondurable goods, total</b> . . . . .	109,337	111,111	112,246	111,077	111,432	112,462	112,898	113,791	113,898	114,459	114,791	114,916	
53	<b>General merchandise group stores</b> . . .	22,740	23,037	23,460	23,123	23,119	23,441	23,471	23,740	23,789	24,104	24,159	24,153	
531	Dept. stores (excl. leased depts.) . . . .	17,410	17,676	18,074	17,714	17,785	18,093	18,148	18,368	18,369	18,637	18,723	18,728	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	17,736	17,985	18,485	18,053	18,086	18,467	18,565	18,754	18,736	19,018	19,115	19,078	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,314	4,383	4,585	4,353	4,313	4,428	4,448	4,485	4,474	4,552	4,554	4,517	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	10,122	10,261	10,389	10,355	10,429	10,616	10,719	10,839	10,847	11,011	11,115	11,169	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,300	3,341	3,511	3,345	3,344	3,423	3,398	3,430	3,415	3,455	3,446	3,392	
533	Variety stores . . . . .	672	687	687	693	680	679	651	663	669	668	677	665	
539	Miscellaneous general merchandise stores . . . . .	4,658	4,674	4,699	4,716	4,654	4,669	4,672	4,709	4,751	4,799	4,759	4,760	
54	<b>Food group stores</b> . . . . .	32,627	32,894	33,027	32,740	33,036	33,192	33,112	33,463	33,608	33,544	33,772	33,665	
541	Grocery stores . . . . .	30,965	31,242	31,362	31,087	31,357	31,527	31,435	31,761	31,872	31,779	31,998	31,884	
554	<b>Gasoline service stations</b> . . . . .	11,424	11,650	11,704	11,524	11,462	11,657	11,816	12,071	12,098	12,027	12,151	12,208	
56	<b>Apparel &amp; accessory stores</b> . . . . .	8,850	9,047	9,083	9,025	8,987	9,060	9,171	9,215	9,064	9,315	9,340	9,259	
561	Mens & boys clothing, furnishings. . . .	869	879	901	878	879	899	903	897	876	897	900	875	
562,3	Women's clothing specialty stores . . . .	2,933	3,067	3,013	2,988	2,919	2,961	2,923	3,017	2,930	3,008	3,034	3,039	
566	Shoe stores . . . . .	1,527	1,542	1,546	1,519	1,543	1,535	1,597	1,558	1,567	1,582	1,593	1,568	
58	<b>Eating and drinking places</b> . . . . .	17,486	18,344	18,644	18,441	18,465	18,674	18,823	18,691	18,785	18,894	18,962	19,177	
591	Drug & proprietary stores . . . . .	6,749	6,639	6,752	6,699	6,764	6,782	6,846	6,911	6,902	6,930	6,948	6,947	
592	Liquor stores . . . . .	1,780	1,805	1,817	1,835	1,856	1,852	1,856	1,835	1,861	1,848	1,845	1,834	
5961	Total mail order . . . . .	3,563	3,558	3,642	3,694	3,650	3,643	3,582	3,641	3,623	3,619	3,622	3,666	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	46,952	48,004	48,654	48,396	48,490	49,149	49,380	49,926	49,986	50,794	50,796	50,810	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1993												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	Unadjusted													
	Retail sales, total . . . . .	147,772	144,335	163,943	169,634	175,371	174,825	176,995	176,208	170,202	175,510	180,364	217,629	2,072,788
	Total (excl. automotive group) . . . .	116,665	112,664	125,915	129,914	135,365	133,177	135,496	136,048	131,453	136,773	142,886	180,100	1,616,456
	Durable goods, total . . . . .	52,640	52,205	61,393	64,807	66,825	69,169	68,588	67,548	65,205	65,330	65,800	76,616	776,126
52	Building materials group stores . . . .	6,594	6,610	8,174	9,513	10,595	10,415	9,949	9,810	9,637	9,732	9,214	9,201	109,444
521,3,5	Building materials, supply stores, hardware . . . . .	5,947	5,987	7,242	8,103	8,893	8,972	8,756	8,648	8,431	8,488	8,247	7,878	95,592
521,3	Building materials, supply stores . . .	5,062	5,175	6,247	6,996	7,590	7,747	7,555	7,529	7,335	7,356	7,128	6,651	82,371
525	Hardware stores . . . . .	885	812	995	1,107	1,303	1,225	1,201	1,119	1,096	1,132	1,119	1,227	13,221
55 ex 554	Automotive dealers . . . . .	31,107	31,671	38,028	39,720	40,006	41,648	41,499	40,160	38,749	38,737	37,478	37,529	456,332
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	28,994	29,526	35,524	37,102	37,372	38,849	38,693	37,385	36,089	36,044	34,891	35,065	425,534
551,2	Motor vehicle dealers . . . . .	27,844	28,353	33,757	35,062	34,965	36,720	36,450	35,580	34,425	34,613	33,659	33,785	405,213
551	Motor vehicle dealers, (new & used) . . . . .	25,770	26,100	31,175	32,447	32,614	34,287	33,926	33,262	32,232	32,247	31,385	31,709	377,154
553	Auto & home supply stores . . . . .	2,113	2,145	2,504	2,618	2,634	2,799	2,806	2,775	2,660	2,693	2,587	2,464	30,798
57	Furniture group stores . . . . .	7,836	7,276	8,116	7,951	8,174	8,459	8,718	8,685	8,591	8,813	9,898	12,882	105,399
571	Furniture & home furn. stores . . . . .	4,123	3,897	4,340	4,355	4,533	4,570	4,728	4,720	4,606	4,771	5,217	5,747	55,607
5712	Furniture stores . . . . .	2,548	2,436	2,685	2,624	2,751	2,736	2,822	2,767	2,752	2,839	3,079	3,312	33,351
5713	Floor covering stores . . . . .	798	754	856	908	873	906	920	920	916	931	908	927	10,617
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,946	2,673	3,028	2,886	2,952	3,150	3,381	3,305	3,315	3,327	3,900	5,686	40,549
5722	Household appliance stores . . . . .	629	583	656	689	715	790	905	804	729	759	789	927	8,975
5731,34	Radio, television and computer stores . . . . .	2,317	2,090	2,372	2,197	2,237	2,360	2,476	2,501	2,586	2,568	3,111	4,759	31,574
5941	Sporting goods stores and bicycle shops . . . . .	1,034	986	1,219	1,374	1,397	1,468	1,470	1,547	1,328	1,214	1,394	2,505	16,936
5942	Book stores . . . . .	988	563	597	577	606	613	602	974	895	661	685	1,259	9,020
5944	Jewelry stores . . . . .	798	997	898	1,001	1,239	1,262	1,271	1,262	1,183	1,204	1,549	3,800	16,464
	Nondurable goods, total . . . . .	95,132	92,130	102,550	104,827	108,546	105,656	108,407	108,660	104,997	110,180	114,564	141,013	1,296,662
53	General merchandise group stores . . .	16,031	16,287	18,992	20,103	21,440	20,436	20,497	21,655	20,473	22,444	26,622	39,633	264,613
531	Dept. stores (excl. leased depts.) . . . .	11,852	12,016	14,233	15,151	16,114	15,314	15,343	16,515	15,527	17,135	20,434	30,860	200,494
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	12,116	12,309	14,562	15,505	16,472	15,650	15,664	16,861	15,872	17,473	20,849	31,440	204,773
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,726	3,108	3,752	3,858	4,063	3,781	3,616	4,236	4,057	4,302	5,424	8,772	51,695
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,970	6,957	8,008	8,804	9,508	9,068	9,181	9,428	8,929	9,925	11,418	16,618	114,814
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,420	2,244	2,802	2,843	2,901	2,801	2,867	3,197	2,886	3,246	4,007	6,050	38,264
533	Variety stores . . . . .	569	608	682	777	770	704	734	739	695	712	788	1,247	9,025
539	Miscellaneous general merchandise stores . . . . .	3,610	3,663	4,077	4,175	4,556	4,418	4,420	4,401	4,251	4,597	5,400	7,526	55,094
54	Food group stores . . . . .	30,792	28,905	31,288	31,676	32,770	32,216	33,868	32,141	31,593	32,277	31,799	35,653	384,978
541	Grocery stores . . . . .	29,411	27,487	29,813	30,045	31,113	30,577	32,191	30,503	30,047	30,616	30,157	33,463	365,423
542	Meat, fish (seafood) markets . . . . .	449	426	454	500	497	518	536	524	483	479	498	657	6,021
546	Retail bakeries . . . . .	386	415	439	449	478	462	465	489	478	547	524	567	5,699
554	Gasoline service stations . . . . .	10,779	10,387	11,314	11,474	12,084	11,988	12,292	12,042	11,293	11,811	11,373	11,335	138,172
56	Apparel & accessory stores . . . . .	6,623	6,453	7,795	8,784	8,747	8,289	8,446	9,268	8,747	9,058	10,105	14,861	107,176
561	Mens & boys clothing, furnishings. . . .	706	630	722	816	832	815	745	756	777	870	953	1,666	10,288
562,3	Women's clothing specialty stores . . . .	2,417	2,288	2,740	3,094	3,220	2,897	2,923	2,983	2,981	3,102	3,361	4,810	36,816
562	Women's ready to wear . . . . .	2,149	2,033	2,479	2,806	2,924	2,602	2,592	2,685	2,685	2,781	3,000	4,283	33,019
565	Family clothing stores . . . . .	1,925	1,973	2,389	2,658	2,622	2,587	2,739	3,015	2,778	3,044	3,656	5,498	34,884
566	Shoe stores . . . . .	1,135	1,120	1,386	1,606	1,549	1,498	1,476	1,809	1,579	1,448	1,527	2,065	18,198
58	Eating and drinking places . . . . .	16,058	15,468	17,249	17,669	18,521	18,415	18,949	19,188	17,938	18,558	17,274	18,174	213,461
5812	Eating places . . . . .	15,079	14,534	16,216	16,604	17,459	17,396	17,854	18,139	16,971	17,530	16,301	17,194	201,277
5812 pt	Restaurants, lunchrooms, cafeterias . . .	8,284	8,091	8,841	9,067	9,528	9,423	9,709	10,040	9,327	9,715	8,995	9,392	110,412
5812 pt	Refreshment places . . . . .	6,637	6,289	7,184	7,328	7,639	7,660	7,892	7,832	7,373	7,539	7,066	7,509	87,948
5813	Drinking places (alcoholic bev) . . . . .	979	934	1,033	1,065	1,062	1,019	1,095	1,049	967	1,028	973	980	12,184
591	Drug & proprietary stores . . . . .	6,171	6,203	6,644	6,653	6,589	6,512	6,528	6,402	6,297	6,465	6,518	8,633	79,615
592	Liquor stores . . . . .	1,599	1,520	1,670	1,709	1,794	1,793	1,953	1,781	1,712	1,763	1,789	2,449	21,532
596	Nonstore retailers <sup>2</sup> . . . . .	4,265	4,056	4,830	4,480	4,443	4,081	4,031	4,298	4,940	5,474	6,550	7,035	58,483
5961	Total mail order . . . . .	2,966	2,620	3,182	2,830	2,637	2,545	2,516	2,760	3,164	3,792	4,840	5,434	39,286
598	Fuel dealers . . . . .	1,660	1,634	1,612	1,008	798	774	738	799	894	1,097	1,304	1,649	13,967
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	35,345	34,594	39,805	42,178	43,973	42,949	43,441	45,793	43,553	45,988	53,739	81,609	552,967
594	Miscellaneous shopping goods stores . .	4,855	4,578	4,902	5,340	5,612	5,765	5,780	6,185	5,742	5,673	7,114	14,233	75,779

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	169,123	168,076	166,192	170,237	171,370	171,634	173,337	173,629	173,959	176,337	177,966	179,318	
	Total (excl. automotive group) . . .	132,869	132,630	130,909	133,344	133,790	134,130	134,788	134,925	135,678	136,760	136,979	137,714	
	<b>Durable goods, total</b> . . . . .	62,472	60,895	60,415	62,797	63,786	64,150	65,328	65,610	65,232	66,853	68,301	69,597	
52	<b>Building materials group stores</b> . . . . .	8,787	8,796	8,623	8,799	9,103	9,002	9,013	9,134	9,194	9,439	9,478	9,930	
521,3	Building materials, supply stores . . . .	6,600	6,703	6,535	6,638	6,838	6,766	6,782	6,857	6,920	7,006	7,207	7,473	
525	Hardware stores . . . . .	1,073	1,073	1,066	1,062	1,116	1,104	1,104	1,116	1,118	1,117	1,117	1,141	
55 ex 554	<b>Automotive dealers</b> . . . . .	36,254	35,446	35,283	36,893	37,580	37,504	38,549	38,704	38,281	39,577	40,987	41,604	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	33,753	32,880	32,771	34,354	35,025	34,936	35,960	36,086	35,696	36,968	38,384	39,048	
553	Auto & home supply stores . . . . .	2,501	2,566	2,512	2,539	2,555	2,568	2,589	2,618	2,585	2,609	2,603	2,556	
57	<b>Furniture group stores</b> . . . . .	8,563	8,374	8,367	8,530	8,602	8,730	8,854	8,843	8,938	8,983	9,048	9,114	
571	Furniture & home furn. stores . . . . .	4,602	4,469	4,429	4,532	4,574	4,602	4,667	4,659	4,667	4,724	4,747	4,765	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,137	3,101	3,141	3,210	3,240	3,298	3,504	3,461	3,545	3,498	3,549	3,590	
	<b>Nondurable goods, total</b> . . . . .	106,651	107,181	105,777	107,440	107,584	107,484	108,009	108,019	108,727	109,484	109,665	109,721	
53	<b>General merchandise group stores</b> . . .	21,534	21,547	21,058	21,692	21,858	21,882	22,157	22,221	22,356	22,612	22,618	22,571	
531	Dept. stores (excl. leased depts.) . . . .	16,236	16,172	15,727	16,327	16,493	16,556	16,750	16,852	17,007	17,238	17,171	17,269	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	16,597	16,465	16,155	16,651	16,829	16,900	17,121	17,219	17,394	17,611	17,515	17,648	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,293	4,269	4,225	4,272	4,277	4,321	4,274	4,331	4,325	4,341	4,339	4,347	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	9,111	9,118	8,878	9,248	9,423	9,456	9,654	9,710	9,866	9,995	9,937	9,993	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,193	3,078	3,052	3,131	3,129	3,123	3,193	3,178	3,203	3,275	3,239	3,308	
533	Variety stores . . . . .	791	779	765	772	786	771	779	780	753	721	723	679	
539	Miscellaneous general merchandise stores . . . . .	4,507	4,596	4,566	4,593	4,579	4,555	4,628	4,589	4,596	4,653	4,724	4,623	
54	<b>Food group stores</b> . . . . .	31,718	32,100	31,606	31,984	31,923	31,975	32,101	32,090	32,076	32,377	32,446	32,604	
541	Grocery stores . . . . .	30,165	30,507	30,084	30,379	30,295	30,334	30,455	30,442	30,443	30,708	30,772	30,927	
554	<b>Gasoline service stations</b> . . . . .	11,628	11,857	11,724	11,756	11,653	11,461	11,466	11,244	11,259	11,478	11,476	11,369	
56	<b>Apparel &amp; accessory stores</b> . . . . .	9,194	8,803	8,380	8,919	8,949	8,889	8,966	8,942	9,013	9,048	9,040	8,952	
561	Mens & boys clothing, furnishings. . . .	848	845	836	858	848	850	867	851	857	871	855	882	
562,3	Women's clothing specialty stores . . . .	3,343	3,067	2,878	3,094	3,117	3,075	3,146	3,059	3,096	3,065	3,050	2,958	
566	Shoe stores . . . . .	1,515	1,480	1,413	1,509	1,523	1,543	1,506	1,549	1,545	1,531	1,518	1,549	
58	<b>Eating and drinking places</b> . . . . .	17,379	17,321	17,406	17,564	17,673	17,827	17,743	18,017	18,230	18,088	18,069	18,084	
591	Drug & proprietary stores . . . . .	6,435	6,670	6,572	6,626	6,596	6,658	6,716	6,600	6,649	6,624	6,658	6,803	
592	Liquor stores . . . . .	1,809	1,816	1,802	1,797	1,794	1,797	1,792	1,785	1,781	1,786	1,782	1,789	
5961	Total mail order . . . . .	3,119	3,123	3,126	3,076	3,035	3,008	3,020	3,151	3,334	3,482	3,561	3,613	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	45,444	44,578	43,683	45,401	45,624	45,836	46,399	46,442	46,694	46,989	47,127	47,157	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1992												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	<b>Unadjusted</b>													
	Retail sales, total . . . . .	141,269	142,275	153,844	158,174	164,923	163,456	164,783	165,263	159,495	168,134	166,413	203,560	1,951,589
	Total (excl. automotive group) . . . .	112,399	111,915	119,713	123,004	129,405	126,003	127,911	130,783	124,522	132,439	135,025	171,535	1,544,654
	Durable goods, total . . . . .	48,956	50,668	56,230	58,468	60,488	62,730	61,820	59,398	59,382	60,778	56,617	68,069	703,604
52	Building materials group stores . . . .	6,293	6,482	7,738	8,863	9,779	9,666	9,284	8,802	8,929	9,071	7,815	8,116	100,838
521,3,5	Building materials, supply stores, hardware . . . . .	5,703	5,740	6,756	7,504	8,116	8,315	8,187	7,862	7,917	8,026	6,992	6,969	88,087
521,3	Building materials, supply stores . . .	4,848	4,913	5,791	6,424	6,880	7,145	7,043	6,779	6,863	6,919	5,952	5,801	75,358
525	Hardware stores . . . . .	855	827	965	1,080	1,236	1,170	1,144	1,083	1,054	1,107	1,040	1,168	12,729
55 ex														
554	Automotive dealers . . . . .	28,870	30,360	34,131	35,170	35,518	37,453	36,872	34,480	34,973	35,695	31,388	32,025	406,935
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	26,762	28,253	31,749	32,665	32,964	34,771	34,178	31,881	32,399	32,987	28,941	29,568	377,118
551,2	Motor vehicle dealers . . . . .	25,748	27,032	30,223	30,672	31,179	32,907	32,311	30,261	31,088	31,692	27,914	28,285	359,312
551	Motor vehicle dealers, (new & used) . . . . .	23,867	24,909	27,927	27,952	28,939	30,644	30,012	28,137	29,039	29,507	26,209	26,659	333,801
553	Auto & home supply stores . . . . .	2,108	2,107	2,382	2,505	2,554	2,682	2,694	2,599	2,574	2,708	2,447	2,457	29,817
57	Furniture group stores . . . . .	7,263	7,168	7,549	7,377	7,567	7,805	7,995	7,944	7,784	8,154	8,697	11,644	96,947
571	Furniture & home furn. stores . . . . .	3,858	3,924	4,135	4,135	4,283	4,362	4,442	4,452	4,292	4,475	4,668	5,322	52,348
5712	Furniture stores . . . . .	2,378	2,450	2,560	2,504	2,586	2,564	2,614	2,613	2,557	2,639	2,731	3,020	31,216
5713	Floor covering stores . . . . .	738	738	851	883	847	951	903	898	884	920	892	913	10,418
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	2,730	2,583	2,731	2,605	2,679	2,833	2,917	2,829	2,813	2,975	3,279	4,828	35,802
5722	Household appliance stores . . . . .	621	590	641	649	664	744	759	719	671	718	736	895	8,407
5731,34	Radio, television and computer stores . . . . .	2,109	1,993	2,090	1,956	2,015	2,089	2,158	2,110	2,142	2,257	2,543	3,933	27,395
5941	Sporting goods stores and bicycle shops . . . . .	998	1,122	1,234	1,278	1,300	1,335	1,336	1,370	1,198	1,112	1,197	2,137	15,617
5942	Book stores . . . . .	813	548	541	526	553	587	589	889	854	640	636	1,153	8,329
5944	Jewelry stores . . . . .	813	1,042	930	985	1,190	1,111	1,051	1,103	1,046	1,135	1,378	3,475	15,259
	Nondurable goods, total . . . . .	92,313	91,607	97,614	99,706	104,435	100,726	102,963	105,865	100,113	107,356	109,796	135,491	1,247,985
53	General merchandise group stores . . .	14,891	15,871	17,812	18,670	19,900	18,697	18,462	20,403	18,654	20,865	24,969	37,226	246,420
531	Dept. stores (excl. leased depts.) . . . .	10,829	11,839	13,567	14,158	15,054	14,070	13,808	15,546	14,035	15,782	19,073	28,662	186,423
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	11,087	12,144	13,912	14,520	15,404	14,400	14,123	15,893	14,383	16,159	19,497	29,263	190,785
531 pt.	Conventional department stores (including leased depts.) . . . . .	2,706	3,250	3,705	3,854	4,056	3,671	3,578	4,226	3,957	4,322	5,353	8,623	51,301
531 pt.	Discount department stores (including leased depts.) . . . . .	6,154	6,620	7,477	7,925	8,592	8,089	7,958	8,600	7,741	8,874	10,290	15,081	103,401
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,227	2,274	2,730	2,741	2,756	2,640	2,587	3,067	2,685	2,963	3,854	5,559	36,083
533	Variety stores . . . . .	618	667	683	784	765	705	724	741	679	797	856	1,497	9,516
539	Miscellaneous general merchandise stores . . . . .	3,444	3,365	3,562	3,728	4,081	3,922	3,930	4,116	3,940	4,286	5,040	7,067	50,481
54	Food group stores . . . . .	30,336	29,204	30,360	30,828	32,247	31,325	32,906	31,980	30,701	31,982	30,912	34,318	377,099
541	Grocery stores . . . . .	28,907	27,767	28,846	29,230	30,619	29,748	31,290	30,426	29,207	30,406	29,413	32,289	358,148
542	Meat, fish (seafood) markets . . . . .	423	410	445	481	479	515	561	527	497	500	498	636	5,972
546	Retail bakeries . . . . .	465	471	494	474	522	479	457	461	460	514	446	489	5,732
554	Gasoline service stations . . . . .	10,508	10,071	10,725	10,885	11,836	11,874	12,225	12,218	11,569	12,002	11,418	11,619	136,950
56	Apparel & accessory stores . . . . .	6,068	6,441	7,505	8,370	8,343	8,048	8,024	9,348	8,475	9,065	9,738	14,787	104,212
561	Mens & boys clothing, furnishings. . . .	709	664	736	819	860	855	714	775	761	839	913	1,552	10,197
562,3	Women's clothing specialty stores . . . .	2,098	2,215	2,637	2,914	3,043	2,724	2,684	3,005	2,875	3,127	3,361	5,067	35,750
562	Women's ready to wear . . . . .	1,867	1,986	2,396	2,658	2,746	2,420	2,371	2,658	2,564	2,763	2,959	4,440	31,828
565	Family clothing stores . . . . .	1,686	1,899	2,185	2,467	2,430	2,528	2,657	3,043	2,676	2,976	3,376	5,299	33,222
566	Shoe stores . . . . .	1,160	1,221	1,417	1,625	1,519	1,460	1,416	1,796	1,543	1,494	1,481	1,990	18,122
58	Eating and drinking places . . . . .	15,399	15,573	16,595	16,262	17,409	16,602	17,110	17,697	16,257	17,445	16,534	17,281	200,164
5812	Eating places . . . . .	14,412	14,583	15,542	15,232	16,351	15,593	16,063	16,637	15,261	16,365	15,501	16,218	187,758
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,124	8,222	8,624	8,368	9,031	8,424	8,776	9,109	8,385	9,021	8,634	8,897	103,615
5812 pt	Refreshment places . . . . .	6,127	6,185	6,700	6,641	7,055	6,899	7,090	7,300	6,629	7,104	6,656	7,071	81,457
5813	Drinking places (alcoholic bev) . . . . .	987	990	1,053	1,030	1,058	1,009	1,047	1,060	996	1,080	1,033	1,063	12,406
591	Drug & proprietary stores . . . . .	6,318	6,255	6,401	6,561	6,488	6,347	6,245	6,293	6,090	6,457	6,191	8,142	77,788
592	Liquor stores . . . . .	1,576	1,590	1,630	1,696	1,831	1,770	1,897	1,840	1,743	1,852	1,802	2,471	21,698
596	Nonstore retailers <sup>2</sup> . . . . .	4,393	3,899	4,177	4,114	4,104	4,217	4,324	4,276	4,626	5,245	5,629	6,179	55,183
5961	Total mail order . . . . .	2,749	2,322	2,495	2,521	2,519	2,631	2,694	2,680	2,950	3,466	3,954	4,557	35,538
598	Fuel dealers . . . . .	1,813	1,494	1,371	1,162	947	789	733	768	921	1,178	1,294	1,732	14,202
53,56,57,594	GAF, total <sup>3</sup> . . . . .	32,849	34,260	37,646	39,393	41,142	39,871	39,774	43,395	40,238	43,558	49,984	77,120	519,230
594	Miscellaneous shopping goods stores . .	4,627	4,780	4,780	4,976	5,332	5,321	5,293	5,700	5,325	5,474	6,580	13,463	71,651

See footnotes on next page.



Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	Retail sales, total . . . . .	158,796	159,687	158,856	158,978	160,274	160,538	161,544	162,297	163,565	166,265	166,233	167,572	
	Total (excl. automotive group) . . .	126,216	126,564	126,111	126,275	127,180	126,960	127,661	128,800	129,124	130,657	130,847	131,960	
	Durable goods, total . . . . .	56,412	57,335	56,882	56,719	57,392	57,915	58,431	58,161	59,356	60,817	60,421	61,327	
52	Building materials group stores . . . . .	8,125	8,422	8,330	8,238	8,333	8,237	8,373	8,310	8,496	8,591	8,442	8,741	
521,3	Building materials, supply stores . . . .	6,098	6,203	6,180	6,130	6,204	6,123	6,277	6,248	6,414	6,424	6,339	6,533	
525	Hardware stores . . . . .	1,041	1,029	1,057	1,033	1,058	1,050	1,076	1,062	1,074	1,063	1,074	1,081	
55 ex 554	Automotive dealers . . . . .	32,580	33,123	32,745	32,703	33,094	33,578	33,883	33,497	34,441	35,608	35,386	35,612	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	30,137	30,676	30,266	30,273	30,636	31,129	31,414	31,043	31,952	33,053	32,850	33,074	
553	Auto & home supply stores . . . . .	2,443	2,447	2,479	2,430	2,458	2,449	2,469	2,454	2,489	2,555	2,536	2,538	
57	Furniture group stores . . . . .	7,840	7,883	7,877	7,830	7,872	7,977	8,034	8,058	8,090	8,205	8,227	8,421	
571	Furniture & home furn. stores . . . . .	4,221	4,275	4,267	4,250	4,287	4,371	4,398	4,391	4,371	4,374	4,404	4,484	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,886	2,886	2,893	2,878	2,902	2,918	2,929	2,950	2,983	3,080	3,105	3,127	
	Nondurable goods, total . . . . .	102,384	102,352	101,974	102,259	102,882	102,623	103,113	104,136	104,209	105,448	105,812	106,245	
53	General merchandise group stores . . .	20,059	20,279	19,867	19,983	20,163	20,143	20,231	20,616	20,752	20,900	21,056	21,027	
531	Dept. stores (excl. leased depts.) . . . .	14,937	15,375	15,041	15,110	15,268	15,260	15,291	15,562	15,664	15,782	15,921	16,021	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	15,358	15,666	15,421	15,433	15,636	15,607	15,681	15,936	16,017	16,188	16,242	16,382	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,222	4,339	4,220	4,194	4,247	4,195	4,244	4,260	4,273	4,309	4,276	4,303	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	8,151	8,327	8,253	8,307	8,448	8,479	8,520	8,678	8,727	8,865	8,878	8,987	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,985	3,000	2,948	2,932	2,941	2,933	2,917	2,998	3,017	3,014	3,088	3,092	
533	Variety stores . . . . .	812	835	774	772	781	785	764	766	773	789	775	827	
539	Miscellaneous general merchandise stores . . . . .	4,310	4,069	4,052	4,101	4,114	4,098	4,176	4,288	4,315	4,329	4,360	4,179	
54	Food group stores . . . . .	31,138	31,010	30,971	31,251	31,092	31,168	31,352	31,538	31,349	31,632	31,650	31,917	
541	Grocery stores . . . . .	29,557	29,445	29,405	29,675	29,527	29,600	29,800	29,976	29,773	30,045	30,105	30,290	
554	Gesoline service stetions . . . . .	11,226	11,079	11,289	11,233	11,447	11,417	11,457	11,408	11,454	11,507	11,487	11,573	
56	Apparel & accessory stores . . . . .	8,262	8,351	8,371	8,348	8,460	8,612	8,690	8,783	8,792	8,846	8,895	8,973	
561	Mens & boys clothing, furnishings. . . .	864	857	861	851	860	874	849	854	844	830	833	830	
562,3	Women's clothing specialty stores . . . .	2,809	2,811	2,873	2,874	2,954	2,923	2,917	2,990	2,998	3,024	3,103	3,151	
566	Shoe stores . . . . .	1,508	1,532	1,506	1,489	1,498	1,501	1,516	1,519	1,517	1,526	1,499	1,476	
58	Eating and drinking places . . . . .	16,720	16,745	16,712	16,360	16,470	16,025	16,157	16,493	16,589	16,986	17,295	17,350	
591	Drug & proprietary stores . . . . .	6,467	6,529	6,479	6,535	6,508	6,463	6,392	6,488	6,444	6,522	6,409	6,391	
592	Liquor stores . . . . .	1,775	1,795	1,787	1,804	1,808	1,775	1,780	1,813	1,816	1,845	1,828	1,816	
5961	Total mail order . . . . .	2,708	2,691	2,551	2,740	2,912	3,035	3,086	3,070	3,067	3,137	3,075	3,141	
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	41,902	42,321	41,909	42,001	42,348	42,625	42,862	43,413	43,538	43,960	44,231	44,600	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1991												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	Unadjusted													
	Retail sales, total . . . . .	133,940	131,203	152,214	151,138	162,806	156,907	157,578	162,703	149,213	154,903	158,565	184,767	1,855,937
	Total (excl. automotive group) . . . .	108,228	104,072	120,026	118,012	127,872	123,251	123,508	129,760	117,744	123,525	130,114	157,178	1,483,290
	Durable goods, total . . . . .	44,580	45,911	53,496	55,690	59,323	57,052	57,556	56,953	53,685	54,368	52,167	59,193	649,974
52	Building materials group stores . . . .	5,657	5,685	6,816	8,426	9,113	8,579	8,662	8,418	7,859	8,145	7,226	6,910	91,496
521,3,5	Building materials, supply stores, hardware . . . . .	5,022	4,956	5,948	7,146	7,667	7,537	7,626	7,528	6,988	7,326	6,503	6,097	80,344
521,3	Building materials, supply stores . . . .	4,192	4,162	4,997	6,045	6,472	6,424	6,561	6,472	6,022	6,311	5,486	5,052	68,196
525	Hardware stores . . . . .	830	794	951	1,101	1,195	1,113	1,065	1,056	966	1,015	1,017	1,045	12,148
55 ex 554	Automotive dealers . . . . .	25,712	27,131	32,188	33,126	34,934	33,656	34,070	32,943	31,469	31,378	28,451	27,589	372,647
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	23,580	25,118	29,828	30,521	32,212	30,966	31,346	30,272	28,985	28,809	26,076	25,305	343,018
551,2	Motor vehicle dealers . . . . .	22,545	23,857	28,099	28,683	30,203	29,027	29,675	28,750	27,673	27,369	24,960	24,333	325,174
551	Motor vehicle dealers, (new & used) . . . .	21,003	22,024	25,824	26,393	28,042	26,911	27,728	26,800	25,612	25,296	23,003	22,614	301,250
553	Auto & home supply stores . . . . .	2,132	2,013	2,360	2,605	2,722	2,690	2,724	2,671	2,484	2,569	2,375	2,284	29,629
57	Furniture group stores . . . . .	6,739	6,565	7,325	7,247	7,625	7,476	7,701	7,824	7,312	7,594	8,136	10,132	91,676
571	Furniture & home furn. stores . . . . .	3,660	3,632	4,032	4,060	4,267	4,037	4,145	4,273	3,978	4,206	4,453	4,726	49,469
5712	Furniture stores . . . . .	2,221	2,283	2,534	2,525	2,615	2,481	2,526	2,549	2,443	2,584	2,687	2,757	30,205
5713	Floor covering stores . . . . .	760	713	816	845	893	850	895	941	832	856	872	802	10,075
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	2,478	2,337	2,630	2,561	2,700	2,751	2,887	2,827	2,623	2,700	2,926	4,149	33,569
5722	Household appliance stores . . . . .	596	561	643	678	739	712	777	717	612	674	713	840	8,262
5731,34	Radio, television and computer stores . . . . .	1,882	1,776	1,987	1,883	1,961	2,039	2,110	2,110	2,011	2,026	2,213	3,309	25,307
5941	Sporting goods stores and bicycle shops . . . .	945	991	1,151	1,190	1,287	1,332	1,299	1,430	1,236	1,091	1,205	1,908	15,065
5942	Book stores . . . . .	750	499	520	497	523	529	539	807	778	597	655	1,037	7,731
5944	Jewelry stores . . . . .	821	998	967	1,012	1,313	1,099	1,021	1,058	963	1,080	1,329	3,071	14,732
	Nondurable goods, total . . . . .	89,360	85,292	98,718	95,448	103,483	99,855	100,022	105,750	95,528	100,535	106,398	125,574	1,205,963
53	General merchandise group stores . . . .	13,082	13,431	17,370	16,909	18,878	17,840	17,030	19,281	16,922	18,711	23,310	33,966	226,730
531	Dept. stores (excl. leased depts.) . . . .	9,754	10,241	13,383	13,052	14,229	13,404	12,801	14,855	12,887	14,221	17,915	26,180	172,922
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	10,017	10,555	13,780	13,429	14,595	13,726	13,102	15,233	13,206	14,579	18,320	26,755	177,297
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,591	2,998	3,996	3,765	4,131	3,688	3,550	4,363	3,853	4,188	5,295	8,230	50,648
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,357	5,540	7,080	6,992	7,762	7,382	6,982	7,869	6,802	7,596	9,344	13,417	92,123
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,069	2,017	2,704	2,672	2,702	2,656	2,570	3,001	2,551	2,795	3,681	5,108	34,526
533	Variety stores . . . . .	493	518	669	613	683	622	631	701	608	681	804	1,318	8,341
539	Miscellaneous general merchandise stores . . . . .	2,835	2,672	3,318	3,244	3,966	3,814	3,598	3,725	3,427	3,809	4,591	6,468	45,467
54	Food group stores . . . . .	29,958	27,879	31,752	29,970	33,090	32,032	32,345	32,833	29,992	30,818	31,276	32,578	374,523
541	Grocery stores . . . . .	28,458	26,358	30,046	28,332	31,271	30,229	30,576	31,089	28,420	29,228	29,686	30,638	354,331
542	Meat, fish (seafood) markets . . . . .	462	438	495	457	518	488	498	509	458	449	457	575	5,804
546	Retail bakeries . . . . .	417	425	457	429	449	452	454	476	464	481	478	521	5,503
554	Gesoline service etatione . . . . .	11,297	10,064	10,883	11,052	11,960	11,846	12,091	12,406	11,350	11,678	11,360	11,308	137,295
56	Apperel & ecessory stores . . . . .	5,720	5,885	8,046	7,675	8,150	7,635	7,476	9,115	7,667	7,973	9,141	12,958	97,441
561	Mens & boys clothing, furnishings. . . .	688	627	797	836	875	849	707	809	791	851	986	1,619	10,435
562,3	Women's clothing specialty stores . . . .	1,950	1,993	2,675	2,658	2,858	2,560	2,584	2,856	2,613	2,773	3,108	4,237	32,865
562	Women's ready to wear . . . . .	1,748	1,804	2,438	2,401	2,604	2,340	2,371	2,598	2,398	2,536	2,829	3,832	29,899
565	Family clothing stores . . . . .	1,572	1,740	2,371	2,232	2,444	2,367	2,398	3,022	2,334	2,503	3,042	4,496	30,521
566	Shoe stores . . . . .	1,115	1,133	1,617	1,460	1,490	1,392	1,338	1,798	1,412	1,367	1,477	1,905	17,504
58	Eating and drinking placee . . . . .	14,419	14,262	16,033	15,954	17,057	17,243	17,227	17,896	15,869	16,369	15,844	16,251	194,424
5812	Eating places . . . . .	13,467	13,355	15,015	15,005	16,052	16,210	16,266	16,926	14,924	15,345	14,819	15,217	182,601
5812 pt	Restaurants, lunchrooms, cafeterias . . . .	7,571	7,481	8,395	8,414	8,949	9,014	9,078	9,534	8,454	8,701	8,404	8,442	102,437
5812 pt	Refreshment places . . . . .	5,706	5,666	6,420	6,384	6,831	6,918	6,946	7,125	6,203	6,342	6,178	6,501	77,220
5813	Drinking places (alcoholic bev) . . . . .	952	907	1,018	949	1,005	1,033	961	970	945	1,024	1,025	1,034	11,823
591	Drug & proprietary stores . . . . .	5,875	5,770	6,378	6,111	6,351	6,033	6,104	6,269	5,919	6,281	6,264	8,185	75,540
592	Liquor stores . . . . .	1,742	1,646	1,840	1,760	1,915	1,888	2,000	2,027	1,726	1,775	1,880	2,255	22,454
596	Nonstore retailers <sup>2</sup> . . . . .	3,940	3,580	3,870	3,880	3,952	3,563	3,898	4,009	4,112	4,562	4,702	4,998	49,066
5961	Total mail order . . . . .	2,341	2,036	2,240	2,236	2,259	2,069	2,340	2,406	2,536	2,843	3,193	3,461	29,960
598	Fuel dealers . . . . .	2,315	1,600	1,376	1,021	838	704	791	824	893	1,176	1,381	1,643	14,562
53,56,57,594	GAF, total <sup>3</sup> . . . . .	30,111	30,484	37,747	36,567	40,074	38,144	37,323	41,877	37,104	39,616	47,086	69,306	485,439
594	Miscellaneous shopping goods stores . . . .	4,570	4,603	5,006	4,736	5,421	5,193	5,116	5,657	5,203	5,338	6,499	12,250	69,592

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>150,560</b>	<b>153,062</b>	<b>154,612</b>	<b>154,351</b>	<b>155,701</b>	<b>155,683</b>	<b>156,018</b>	<b>155,299</b>	<b>156,069</b>	<b>154,487</b>	<b>155,041</b>	<b>155,207</b>	
	Total (excl. automotive group) . . .	121,566	122,448	123,553	123,478	124,473	124,296	124,606	124,499	123,993	123,232	123,836	123,539	
	<b>Durable goods, total . . . . .</b>	<b>51,276</b>	<b>53,684</b>	<b>54,387</b>	<b>54,138</b>	<b>54,519</b>	<b>54,643</b>	<b>54,611</b>	<b>53,960</b>	<b>55,300</b>	<b>54,300</b>	<b>54,265</b>	<b>54,753</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,196</b>	<b>7,578</b>	<b>7,482</b>	<b>7,699</b>	<b>7,618</b>	<b>7,699</b>	<b>7,731</b>	<b>7,653</b>	<b>7,717</b>	<b>7,621</b>	<b>7,637</b>	<b>7,664</b>	
521,3	Building materials, supply stores . . . .	5,182	5,441	5,485	5,676	5,652	5,798	5,776	5,758	5,802	5,774	5,745	5,854	
525	Hardware stores . . . . .	1,006	1,053	1,026	1,041	1,031	1,006	998	1,011	1,005	994	1,004	983	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>28,994</b>	<b>30,614</b>	<b>31,059</b>	<b>30,873</b>	<b>31,228</b>	<b>31,387</b>	<b>31,412</b>	<b>30,800</b>	<b>32,076</b>	<b>31,255</b>	<b>31,205</b>	<b>31,668</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	26,524	28,159	28,598	28,339	28,684	28,859	28,917	28,345	29,607	28,838	28,813	29,254	
553	Auto & home supply stores . . . . .	2,470	2,455	2,461	2,534	2,544	2,528	2,495	2,455	2,469	2,417	2,392	2,414	
57	<b>Furniture group stores . . . . .</b>	<b>7,288</b>	<b>7,519</b>	<b>7,618</b>	<b>7,682</b>	<b>7,769</b>	<b>7,731</b>	<b>7,776</b>	<b>7,770</b>	<b>7,731</b>	<b>7,636</b>	<b>7,564</b>	<b>7,609</b>	
571	Furniture & home furn. stores . . . . .	3,978	4,109	4,135	4,160	4,183	4,107	4,133	4,129	4,144	4,107	4,108	4,138	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,645	2,737	2,789	2,814	2,848	2,860	2,884	2,879	2,833	2,801	2,729	2,772	
	<b>Nondurable goods, total . . . . .</b>	<b>99,284</b>	<b>99,378</b>	<b>100,225</b>	<b>100,213</b>	<b>101,182</b>	<b>101,040</b>	<b>101,407</b>	<b>101,339</b>	<b>100,769</b>	<b>100,187</b>	<b>100,776</b>	<b>100,454</b>	
53	<b>General merchandise group stores . . .</b>	<b>17,965</b>	<b>18,203</b>	<b>18,657</b>	<b>18,888</b>	<b>19,024</b>	<b>18,827</b>	<b>19,121</b>	<b>19,151</b>	<b>19,028</b>	<b>19,064</b>	<b>19,322</b>	<b>19,217</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,738	14,087	14,252	14,454	14,387	14,244	14,514	14,592	14,464	14,511	14,733	14,675	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,113	14,413	14,761	14,761	14,782	14,569	14,888	14,988	14,805	14,863	15,045	15,046	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,061	4,199	4,382	4,288	4,290	4,148	4,303	4,303	4,211	4,218	4,189	4,142	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,229	7,397	7,524	7,575	7,602	7,571	7,681	7,783	7,712	7,767	7,946	8,015	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,823	2,817	2,855	2,898	2,890	2,850	2,904	2,902	2,882	2,878	2,910	2,889	
533	Variety stores . . . . .	661	668	689	688	679	683	700	703	696	678	728	742	
539	Miscellaneous general merchandise stores . . . . .	3,566	3,448	3,716	3,746	3,958	3,900	3,907	3,856	3,868	3,875	3,861	3,800	
54	<b>Food group stores . . . . .</b>	<b>31,142</b>	<b>30,944</b>	<b>31,374</b>	<b>31,136</b>	<b>31,667</b>	<b>31,543</b>	<b>31,409</b>	<b>31,174</b>	<b>31,240</b>	<b>31,085</b>	<b>31,091</b>	<b>31,062</b>	
541	Grocery stores . . . . .	29,460	29,254	29,690	29,451	29,953	29,724	29,685	29,468	29,573	29,464	29,480	29,460	
554	<b>Gasoline service stations . . . . .</b>	<b>12,082</b>	<b>11,515</b>	<b>11,444</b>	<b>11,324</b>	<b>11,489</b>	<b>11,501</b>	<b>11,342</b>	<b>11,508</b>	<b>11,305</b>	<b>11,229</b>	<b>11,383</b>	<b>11,274</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>7,707</b>	<b>8,095</b>	<b>8,110</b>	<b>8,311</b>	<b>8,278</b>	<b>8,121</b>	<b>8,221</b>	<b>8,277</b>	<b>8,154</b>	<b>7,978</b>	<b>8,035</b>	<b>8,053</b>	
561	Mens & boys clothing, furnishings. . . .	841	867	866	920	886	852	849	873	890	865	873	865	
562,3	Women's clothing specialty stores . . . .	2,573	2,697	2,710	2,775	2,783	2,741	2,812	2,770	2,789	2,746	2,734	2,716	
566	Shoe stores . . . . .	1,417	1,507	1,486	1,513	1,475	1,437	1,459	1,469	1,436	1,420	1,423	1,449	
58	<b>Eating and drinking places . . . . .</b>	<b>15,758</b>	<b>16,025</b>	<b>15,937</b>	<b>16,083</b>	<b>16,245</b>	<b>16,438</b>	<b>16,454</b>	<b>16,343</b>	<b>16,226</b>	<b>16,223</b>	<b>16,284</b>	<b>16,465</b>	
591	Drug & proprietary stores . . . . .	6,057	6,231	6,346	6,242	6,245	6,284	6,286	6,320	6,337	6,364	6,392	6,486	
592	Liquor stores . . . . .	1,964	1,955	1,949	1,901	1,896	1,880	1,908	1,914	1,850	1,822	1,822	1,689	
5961	Total mail order . . . . .	2,325	2,395	2,375	2,397	2,453	2,526	2,641	2,700	2,684	2,527	2,464	2,494	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>38,658</b>	<b>39,600</b>	<b>40,233</b>	<b>40,615</b>	<b>40,894</b>	<b>40,488</b>	<b>40,892</b>	<b>41,030</b>	<b>40,812</b>	<b>40,550</b>	<b>40,734</b>	<b>40,633</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. **Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:**  
January 1987 to December 1996—Con.

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	Retail sales, total . . . . .	135,823	130,495	152,118	148,785	158,291	157,868	153,231	161,757	149,502	154,663	159,113	182,965	1,844,611
	Total (excl. automotive group) . . . .	104,898	101,733	117,547	115,255	122,464	122,297	119,041	126,769	118,109	122,700	129,877	156,316	1,457,006
	Durable goods, total . . . . .	50,929	48,418	56,998	55,944	60,347	59,858	57,417	59,236	53,617	55,127	53,264	57,680	668,835
52	Building materials group stores . . . .	6,234	6,072	7,612	8,169	9,341	9,284	8,794	8,797	7,904	8,268	7,581	6,584	94,640
521,3,5	Building materials, supply stores, hardware	5,606	5,407	6,699	7,090	7,951	7,937	7,706	7,735	6,976	7,273	6,683	5,802	82,865
521,3	Building materials, supply stores . . .	4,744	4,609	5,683	6,003	6,751	6,743	6,596	6,696	5,956	6,209	5,650	4,701	70,341
525	Hardware stores . . . . .	862	798	1,016	1,087	1,200	1,194	1,110	1,039	1,020	1,064	1,033	1,101	12,524
55 ex 554	Automotive dealers . . . . .	30,925	28,762	34,571	33,530	35,827	35,571	34,190	34,988	31,393	31,963	29,236	26,649	387,605
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	28,659	26,613	31,965	30,946	33,070	32,743	31,470	32,195	28,849	29,275	26,716	24,263	356,764
551,2	Motor vehicle dealers . . . . .	27,597	25,455	30,265	28,883	31,078	30,837	29,661	30,577	27,493	28,026	25,496	23,345	338,713
551	Motor vehicle dealers, (new & used) . . .	25,563	23,535	28,037	26,883	28,974	28,820	27,901	28,685	25,646	26,274	23,803	21,842	315,963
553	Auto & home supply stores . . . . .	2,266	2,149	2,606	2,584	2,757	2,828	2,720	2,793	2,544	2,688	2,520	2,386	30,841
57	Furniture group stores . . . . .	7,230	6,761	7,597	7,172	7,631	7,569	7,328	7,604	7,263	7,589	8,032	9,769	91,545
571	Furniture & home furn. stores . . . . .	4,085	3,799	4,315	4,092	4,309	4,235	4,068	4,272	4,039	4,270	4,456	4,584	50,524
5712	Furniture stores . . . . .	2,639	2,468	2,765	2,563	2,641	2,585	2,403	2,563	2,445	2,503	2,595	2,659	30,829
5713	Floor covering stores . . . . .	820	778	893	878	929	924	923	923	883	983	927	834	10,695
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	2,550	2,369	2,649	2,484	2,746	2,747	2,689	2,683	2,587	2,671	2,873	3,987	33,035
5722	Household appliance stores . . . . .	678	611	697	681	762	778	775	726	666	722	760	911	8,767
5731,34	Radio, television and computer stores . . . . .	1,872	1,758	1,952	1,803	1,984	1,969	1,914	1,957	1,921	1,949	2,113	3,076	24,268
5941	Sporting goods stores and bicycle shops .	1,000	1,052	1,240	1,182	1,298	1,321	1,210	1,340	1,178	1,117	1,192	1,857	14,987
5942	Book stores . . . . .	692	483	490	485	527	527	529	723	753	599	611	1,015	7,434
5944	Jewelry stores . . . . .	846	1,025	984	1,004	1,263	1,134	1,075	1,132	996	1,084	1,400	3,238	15,181
	Nondurable goods, total . . . . .	84,894	82,077	95,120	92,841	97,944	98,010	95,814	102,521	95,885	99,536	105,849	125,285	1,175,776
53	General merchandise group stores . . . .	12,577	13,000	16,542	16,271	17,429	17,237	15,823	17,919	16,267	17,428	22,200	32,821	215,514
531	Dept. stores (excl. leased depts.) . . . .	9,468	9,859	12,918	12,675	13,309	13,260	12,114	13,935	12,520	13,377	17,023	25,350	165,808
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	9,762	10,207	13,320	13,070	13,677	13,625	12,463	14,346	12,894	13,764	17,480	26,021	170,629
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,686	3,050	4,002	3,856	4,080	3,894	3,501	4,262	3,886	4,106	5,408	8,442	51,173
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,949	5,056	6,505	6,541	6,848	6,917	6,320	7,074	6,371	6,831	8,610	12,286	84,308
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,127	2,101	2,813	2,673	2,749	2,814	2,642	3,010	2,637	2,827	3,462	5,293	35,148
533	Variety stores . . . . .	509	538	633	684	667	636	622	703	609	680	784	1,241	8,306
539	Miscellaneous general merchandise stores . . . . .	2,600	2,603	2,991	2,912	3,453	3,341	3,087	3,281	3,138	3,371	4,393	6,230	41,400
54	Food group stores . . . . .	28,419	27,277	30,950	29,499	31,459	31,758	31,399	32,183	30,558	30,504	31,004	33,323	368,333
541	Grocery stores . . . . .	26,914	25,748	29,269	27,802	29,731	30,067	29,682	30,446	28,973	28,898	29,374	31,339	348,243
542	Meat, fish (seafood) markets . . . . .	489	478	524	507	511	504	512	509	458	458	486	614	6,050
546	Retail bakeries . . . . .	420	404	447	434	432	427	426	439	419	431	452	498	5,229
554	Gasoline service stations . . . . .	10,120	9,434	10,497	10,537	11,210	11,442	11,548	12,739	12,406	13,242	12,952	12,377	138,504
56	Apparel & accessory stores . . . . .	5,846	5,729	7,672	7,745	7,867	7,770	7,231	8,659	7,699	7,818	8,914	12,869	95,819
561	Mens & boys clothing, furnishings . . . .	728	621	784	820	868	880	722	771	788	856	971	1,641	10,450
562,3	Women's clothing specialty stores . . . .	2,086	2,016	2,690	2,734	2,795	2,692	2,533	2,766	2,609	2,692	3,008	4,191	32,812
562	Women's ready to wear . . . . .	1,815	1,797	2,444	2,486	2,551	2,478	2,324	2,527	2,402	2,441	2,728	3,762	29,755
565	Family clothing stores . . . . .	1,514	1,598	2,140	2,079	2,201	2,283	2,155	2,696	2,234	2,317	2,872	4,309	28,398
566	Shoe stores . . . . .	1,150	1,101	1,536	1,586	1,501	1,479	1,368	1,789	1,511	1,413	1,552	2,057	18,043
58	Eating and drinking places . . . . .	14,012	13,811	15,889	15,730	16,479	16,922	17,020	17,440	15,879	15,971	15,335	15,661	190,149
5812	Eating places . . . . .	13,171	12,990	14,942	14,792	15,513	15,918	16,063	16,480	14,917	14,965	14,313	14,615	178,679
5812 pt	Restaurants, lunchrooms, cafeterias . . .	7,354	7,265	8,265	8,289	8,618	8,789	8,941	9,243	8,445	8,475	8,049	8,121	99,854
5812 pt	Refreshment places . . . . .	5,574	5,522	6,410	6,208	6,569	6,798	6,888	7,003	6,224	6,240	6,055	6,225	75,716
5813	Drinking places (alcoholic bev) . . . . .	841	821	947	938	966	1,004	957	960	962	1,006	1,022	1,046	11,470
591	Drug & proprietary stores . . . . .	5,545	5,187	5,592	5,662	5,835	5,729	5,656	5,951	5,617	6,006	6,097	7,681	70,558
592	Liquor stores . . . . .	1,512	1,459	1,653	1,628	1,755	1,850	1,873	1,906	1,753	1,788	1,891	2,654	21,722
596	Nonstore retailers <sup>2</sup> . . . . .	3,721	3,441	3,763	3,501	3,691	3,450	3,495	3,615	3,547	4,225	4,640	4,543	45,632
5961	Total mail order . . . . .	2,264	1,909	2,172	1,973	2,016	1,933	1,904	2,024	2,011	2,465	2,960	2,946	26,577
598	Fuel dealers . . . . .	2,102	1,598	1,441	1,077	887	763	752	1,032	1,062	1,340	1,602	1,917	15,573
53,56,57,594	GAF, total <sup>3</sup> . . . . .	30,329	30,128	36,745	35,929	38,232	37,785	35,364	39,645	36,329	38,049	45,458	67,604	471,597
594	Miscellaneous shopping goods stores . .	4,676	4,638	4,934	4,741	5,305	5,209	4,982	5,463	5,100	5,214	6,312	12,145	68,719

See footnotes on next page.



Table 1. **Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:**  
**January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>153,715</b>	<b>152,635</b>	<b>153,047</b>	<b>152,482</b>	<b>151,735</b>	<b>153,397</b>	<b>153,926</b>	<b>154,807</b>	<b>155,424</b>	<b>155,215</b>	<b>155,788</b>	<b>152,955</b>	
	Total (excl. automotive group) . . .	118,927	120,183	120,713	120,137	119,708	121,420	121,301	122,444	123,250	123,212	123,862	122,197	
	<b>Durable goods, total . . . . .</b>	<b>58,436</b>	<b>56,679</b>	<b>56,399</b>	<b>55,953</b>	<b>55,400</b>	<b>55,470</b>	<b>56,013</b>	<b>55,749</b>	<b>55,518</b>	<b>55,287</b>	<b>55,127</b>	<b>53,403</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,926</b>	<b>8,133</b>	<b>8,078</b>	<b>7,827</b>	<b>7,765</b>	<b>8,085</b>	<b>7,982</b>	<b>7,992</b>	<b>7,846</b>	<b>7,757</b>	<b>7,870</b>	<b>7,449</b>	
521.3	Building materials, supply stores . . . .	5,923	6,089	6,027	5,891	5,820	5,920	5,889	5,936	5,805	5,707	5,783	5,603	
525	Hardware stores . . . . .	1,051	1,063	1,067	1,054	1,034	1,059	1,057	1,026	1,037	1,043	1,037	1,010	
55 ex														
554	<b>Automotive dealers . . . . .</b>	<b>34,788</b>	<b>32,452</b>	<b>32,334</b>	<b>32,345</b>	<b>32,027</b>	<b>31,977</b>	<b>32,625</b>	<b>32,363</b>	<b>32,174</b>	<b>32,003</b>	<b>31,926</b>	<b>30,758</b>	
551.2,5,6,7,9	Motor vehicle and miscellaneous auto-													
	mobile dealers . . . . .	32,165	29,802	29,680	29,756	29,448	29,392	30,057	29,810	29,650	29,481	29,391	28,246	
553	Auto & home supply stores . . . . .	2,623	2,650	2,654	2,589	2,579	2,585	2,568	2,553	2,524	2,522	2,535	2,512	
57	<b>Furniture group stores . . . . .</b>	<b>7,842</b>	<b>7,783</b>	<b>7,775</b>	<b>7,725</b>	<b>7,754</b>	<b>7,632</b>	<b>7,572</b>	<b>7,531</b>	<b>7,622</b>	<b>7,619</b>	<b>7,496</b>	<b>7,384</b>	
571	Furniture & home furn. stores . . . . .	4,450	4,317	4,319	4,267	4,216	4,214	4,164	4,144	4,181	4,182	4,118	4,046	
5722.31,34	Household appliance, radio, TV and													
	computer stores . . . . .	2,736	2,794	2,783	2,791	2,881	2,769	2,755	2,727	2,773	2,759	2,703	2,667	
	<b>Nondurable goods, total . . . . .</b>	<b>95,279</b>	<b>95,956</b>	<b>96,648</b>	<b>96,529</b>	<b>96,335</b>	<b>97,927</b>	<b>97,913</b>	<b>99,058</b>	<b>99,906</b>	<b>99,928</b>	<b>100,661</b>	<b>99,552</b>	
53	<b>General merchandise group stores . . .</b>	<b>17,738</b>	<b>17,832</b>	<b>17,995</b>	<b>17,704</b>	<b>17,630</b>	<b>18,098</b>	<b>18,016</b>	<b>18,024</b>	<b>18,027</b>	<b>18,032</b>	<b>18,201</b>	<b>18,154</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,643	13,712	13,935	13,673	13,553	13,958	13,876	13,866	13,834	13,805	13,908	13,936	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . .	14,035	14,127	14,435	14,048	13,965	14,394	14,270	14,281	14,221	14,197	14,333	14,280	See note 5
531 pt.	Conventional department stores													
	(including leased depts.) <sup>1</sup> . . . . .	4,237	4,308	4,472	4,275	4,281	4,346	4,301	4,249	4,201	4,177	4,238	4,200	
531 pt.	Discount department stores													
	(including leased depts.) <sup>1</sup> . . . . .	6,864	6,851	6,942	6,914	6,747	7,058	7,007	7,095	7,087	7,123	7,241	7,197	
531 pt.	National chain department stores													
	(including leased depts.) <sup>1</sup> . . . . .	2,934	2,968	3,021	2,859	2,937	2,990	2,962	2,937	2,933	2,897	2,854	2,883	
533	Variety stores . . . . .	696	695	684	695	682	703	695	697	702	697	698	676	
539	Miscellaneous general merchandise													
	stores . . . . .	3,399	3,425	3,376	3,336	3,395	3,437	3,445	3,461	3,491	3,530	3,595	3,542	
54	<b>Food group stores . . . . .</b>	<b>29,808</b>	<b>30,304</b>	<b>30,424</b>	<b>30,509</b>	<b>30,439</b>	<b>30,798</b>	<b>30,761</b>	<b>30,866</b>	<b>31,256</b>	<b>31,045</b>	<b>31,271</b>	<b>31,068</b>	
541	Grocery stores . . . . .	28,123	28,609	28,723	28,810	28,781	29,135	29,071	29,191	29,564	29,398	29,611	29,426	
554	<b>Gasoline service stations . . . . .</b>	<b>10,766</b>	<b>10,794</b>	<b>10,912</b>	<b>10,852</b>	<b>10,800</b>	<b>10,991</b>	<b>10,915</b>	<b>11,828</b>	<b>12,381</b>	<b>12,708</b>	<b>12,952</b>	<b>12,402</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>7,897</b>	<b>7,898</b>	<b>8,088</b>	<b>7,898</b>	<b>7,961</b>	<b>8,136</b>	<b>8,088</b>	<b>8,099</b>	<b>7,955</b>	<b>7,938</b>	<b>7,941</b>	<b>7,884</b>	
561	Mens & boys clothing, furnishings. . . .	899	866	891	859	880	877	874	860	863	870	860	862	
562.3	Women's clothing specialty stores . . . .	2,738	2,728	2,782	2,790	2,735	2,840	2,827	2,752	2,695	2,676	2,693	2,626	
566	Shoe stores . . . . .	1,484	1,472	1,531	1,475	1,464	1,511	1,512	1,532	1,496	1,500	1,526	1,517	
58	<b>Eating and drinking places . . . . .</b>	<b>15,449</b>	<b>15,588</b>	<b>15,732</b>	<b>15,873</b>	<b>15,800</b>	<b>15,994</b>	<b>16,133</b>	<b>16,059</b>	<b>16,023</b>	<b>15,955</b>	<b>15,891</b>	<b>15,724</b>	
591	Drug & proprietary stores . . . . .	5,693	5,614	5,603	5,748	5,783	5,846	5,923	5,981	6,053	6,079	6,159	6,077	
592	Liquor stores . . . . .	1,714	1,735	1,747	1,770	1,746	1,800	1,803	1,843	1,838	1,861	1,878	1,925	
5961	Total mail order . . . . .	2,242	2,243	2,212	2,190	2,201	2,250	2,219	2,190	2,210	2,170	2,231	2,207	
53,56,57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>39,315</b>	<b>39,325</b>	<b>39,663</b>	<b>39,039</b>	<b>39,068</b>	<b>39,546</b>	<b>39,442</b>	<b>39,298</b>	<b>39,367</b>	<b>39,338</b>	<b>39,299</b>	<b>39,116</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	Retail sales, total . . . . .	124,988	121,280	142,855	141,399	152,175	151,172	146,788	155,428	146,508	144,906	151,610	179,862	1,758,971
	Total (excl. automotive group) . . . .	97,336	93,576	108,910	108,207	116,089	115,308	113,050	118,360	112,699	114,409	122,439	152,577	1,372,960
	Durable goods, total . . . . .	46,278	45,444	54,223	54,270	59,677	59,356	56,034	60,895	56,081	52,908	53,319	58,669	657,154
52	Building materials group stores . . . .	5,977	5,577	6,886	8,001	9,238	8,898	8,352	8,765	8,017	8,166	7,564	6,938	92,379
521,3,5	Building materials, supply stores, hardware . . . . .	5,400	4,932	5,984	6,734	7,662	7,639	7,288	7,615	6,992	7,184	6,682	5,982	80,094
521,3	Building materials, supply stores . . . .	4,562	4,165	5,049	5,637	6,450	6,467	6,151	6,508	5,920	5,624	4,825	4,282	67,457
525	Hardware stores . . . . .	838	767	935	1,097	1,212	1,172	1,137	1,107	1,072	1,085	1,058	1,157	12,637
55 ex 554	Automotive dealers . . . . .	27,652	27,704	33,945	33,192	36,086	35,864	33,738	37,068	33,809	30,497	29,171	27,285	386,011
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	25,638	25,809	31,617	30,792	33,501	33,255	31,160	34,346	31,146	27,862	26,574	24,785	356,485
551,2	Motor vehicle dealers . . . . .	24,737	24,689	30,070	28,889	31,368	31,031	29,322	32,470	29,691	26,536	25,300	23,632	337,735
551	Motor vehicle dealers, (new & used) . . . .	22,922	22,786	27,694	26,575	28,714	28,621	27,126	30,013	27,465	24,356	23,459	21,899	311,630
553	Auto & home supply stores . . . . .	2,014	1,895	2,328	2,400	2,585	2,609	2,578	2,722	2,663	2,635	2,597	2,500	29,526
57	Furniture group stores . . . . .	6,970	6,496	7,226	7,034	7,464	7,627	7,322	7,821	7,459	7,520	8,335	10,027	91,301
571	Furniture & home furn. stores . . . . .	3,962	3,723	4,170	4,121	4,323	4,294	4,140	4,485	4,186	4,288	4,732	4,778	51,202
5712	Furniture stores . . . . .	2,464	2,320	2,592	2,596	2,693	2,699	2,618	2,777	2,641	2,646	2,897	2,973	31,916
5713	Floor covering stores . . . . .	817	771	942	882	927	913	849	932	873	927	979	880	10,692
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,451	2,242	2,503	2,391	2,618	2,788	2,648	2,721	2,623	2,610	2,917	4,154	32,666
5722	Household appliance stores . . . . .	677	605	708	697	776	819	798	783	734	750	861	1,055	9,263
5731,34	Radio, television and computer stores . . . . .	1,774	1,637	1,795	1,694	1,842	1,969	1,850	1,938	1,889	1,860	2,056	3,099	23,403
5941	Sporting goods stores and bicycle shops . . . .	892	942	1,095	1,099	1,186	1,215	1,125	1,283	1,143	1,030	1,233	1,934	14,177
5942	Book stores . . . . .	607	410	411	425	457	454	437	631	655	509	591	952	6,539
5944	Jewelry stores . . . . .	810	954	918	927	1,187	1,032	946	1,038	983	1,001	1,356	3,224	14,376
	Nondurable goods, total . . . . .	78,710	75,836	88,632	87,129	92,498	91,816	90,754	94,533	90,427	91,998	98,291	121,193	1,101,817
53	General merchandise group stores . . . . .	11,746	11,738	15,391	15,511	16,510	16,235	15,119	16,877	15,904	16,899	21,536	32,840	206,306
531	Dept. stores (excl. leased depts.) . . . .	9,024	9,042	12,078	12,234	12,800	12,643	11,774	13,259	12,444	13,155	16,600	25,471	160,524
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	9,304	9,314	12,421	12,577	13,143	12,962	12,079	13,626	12,798	13,522	17,035	26,112	164,893
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,722	2,980	3,822	3,789	3,996	3,806	3,426	4,179	4,088	4,211	5,473	8,887	51,379
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,406	4,252	5,800	5,961	6,335	6,316	5,952	6,403	6,043	6,360	7,923	11,851	77,602
531 pt.	National chain department stores (including leased depts.) . . . . .	2,176	2,082	2,799	2,827	2,812	2,840	2,701	3,044	2,667	2,951	3,639	5,374	35,912
533	Variety stores . . . . .	482	477	631	566	608	589	589	637	580	671	780	1,326	7,936
539	Miscellaneous general merchandise stores . . . . .	2,240	2,219	2,682	2,711	3,102	3,003	2,756	2,981	2,880	3,073	4,156	6,043	37,846
54	Food group stores . . . . .	26,614	25,547	28,785	27,712	29,563	29,688	30,077	29,937	29,221	28,566	29,124	32,211	347,045
541	Grocery stores . . . . .	25,242	24,129	27,132	26,224	27,924	28,079	28,500	28,330	27,712	27,027	27,534	30,239	328,072
542	Meat, fish (seafood) markets . . . . .	490	468	563	503	557	531	524	540	529	507	529	658	6,399
546	Retail bakeries . . . . .	376	379	419	378	407	404	381	394	375	404	404	471	4,792
554	Gasoline service stations . . . . .	8,840	8,505	9,590	10,195	11,058	11,044	11,147	10,967	10,268	10,572	10,221	10,475	122,882
56	Apparel & accessory stores . . . . .	5,695	5,325	7,321	7,121	7,426	7,221	6,902	8,198	7,637	7,651	8,818	13,026	92,341
561	Mens & boys clothing, furnishings. . . .	712	610	762	814	850	853	733	777	805	865	1,010	1,716	10,507
562,3	Women's clothing specialty stores . . . .	2,097	1,955	2,596	2,550	2,660	2,450	2,425	2,705	2,648	2,690	3,056	4,399	32,231
562	Women's ready to wear . . . . .	1,806	1,722	2,366	2,322	2,435	2,245	2,234	2,483	2,397	2,401	2,709	3,861	28,981
565	Family clothing stores . . . . .	1,409	1,399	1,932	1,863	1,974	2,029	1,953	2,423	2,181	2,255	2,732	4,225	26,375
566	Shoe stores . . . . .	1,115	992	1,501	1,420	1,474	1,430	1,297	1,671	1,496	1,386	1,509	1,999	17,290
58	Eating and drinking places . . . . .	13,410	12,751	14,560	14,681	15,245	15,580	15,786	16,073	15,083	15,166	14,453	15,041	177,829
5812	Eating places . . . . .	12,594	11,959	13,629	13,809	14,330	14,602	14,877	15,176	14,177	14,282	13,598	14,122	167,155
5812 pt	Restaurants, lunchrooms, cafeterias . . . .	7,137	6,836	7,611	7,712	7,976	8,018	8,158	8,323	7,766	7,915	7,556	7,876	92,884
5812 pt	Refreshment places . . . . .	5,286	4,965	5,812	5,855	6,063	6,296	6,502	6,595	6,150	6,134	5,824	5,984	71,466
5813	Drinking places (alcoholic bev) . . . . .	816	792	931	872	915	978	909	897	906	884	855	919	10,674
591	Drug & proprietary stores . . . . .	4,881	4,775	5,232	4,838	5,216	5,106	5,022	5,269	5,151	5,284	5,472	7,097	63,343
592	Liquor stores . . . . .	1,459	1,367	1,535	1,545	1,687	1,718	1,773	1,723	1,662	1,679	1,679	2,344	20,099
596	Nonstore retailers <sup>2</sup> . . . . .	3,413	3,125	3,614	3,442	3,576	3,396	3,229	3,575	3,482	3,927	4,425	4,433	43,637
5961	Total mail order . . . . .	2,096	1,738	2,093	1,936	2,030	1,939	1,877	2,058	2,086	2,390	2,959	3,028	26,230
598	Fuel dealers . . . . .	1,669	1,584	1,449	1,034	925	738	700	807	884	1,186	1,365	2,366	14,707
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	28,631	27,763	34,557	34,007	36,382	36,028	33,985	38,190	36,050	36,998	45,029	68,068	455,688
594	Miscellaneous shopping goods stores . . . .	4,220	4,204	4,619	4,341	4,982	4,945	4,642	5,294	5,050	4,928	6,340	12,175	65,740

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	Retail sales, total . . . . .	143,839	141,914	142,727	145,396	146,366	146,410	147,142	149,444	149,298	147,648	148,939	149,324	
	Total (excl. automotive group) . . .	111,802	110,726	111,160	113,113	114,164	114,435	114,657	115,132	115,869	115,995	116,983	117,917	
	Durable goods, total . . . . .	54,492	53,161	53,214	54,541	54,711	54,506	55,141	57,234	56,278	54,483	55,288	54,500	
52	Building materials group stores . . . . .	7,821	7,520	7,315	7,689	7,706	7,642	7,746	7,840	7,737	7,755	7,905	7,844	
521,3	Building materials, supply stores . . . .	5,826	5,546	5,360	5,598	5,618	5,575	5,617	5,654	5,617	5,679	5,780	5,772	
525	Hardware stores . . . . .	1,037	1,024	1,012	1,035	1,059	1,060	1,066	1,085	1,069	1,075	1,069	1,055	
55 ex														
554	Automotive dealers . . . . .	32,037	31,188	31,567	32,283	32,202	31,975	32,485	34,312	33,429	31,653	31,956	31,407	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	29,639	28,837	29,194	29,866	29,779	29,586	30,048	31,831	30,868	29,114	29,364	28,786	
553	Auto & home supply stores . . . . .	2,398	2,351	2,373	2,417	2,423	2,389	2,437	2,481	2,561	2,539	2,592	2,621	
57	Furniture group stores . . . . .	7,708	7,534	7,450	7,550	7,597	7,692	7,552	7,693	7,677	7,685	7,754	7,604	
571	Furniture & home furn. stores . . . . .	4,407	4,260	4,195	4,266	4,251	4,264	4,237	4,329	4,258	4,275	4,361	4,228	
572,3,1, 34	Household appliance, radio, TV and computer stores . . . . .	2,688	2,669	2,666	2,696	2,750	2,830	2,708	2,737	2,744	2,762	2,731	2,762	
	Nondurable goods, total . . . . .	89,347	88,753	89,513	90,855	91,655	91,904	92,001	92,210	93,020	93,165	93,651	94,824	
53	General merchandise group stores . . .	16,838	16,274	16,585	16,932	16,870	17,044	17,106	17,159	17,555	17,537	17,621	17,785	
531	Dept. stores (excl. leased depts.) . . . .	13,155	12,682	12,931	13,255	13,142	13,294	13,334	13,379	13,630	13,590	13,595	13,768	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,471	13,055	13,388	13,555	13,567	13,675	13,717	13,743	14,014	13,915	13,990	14,079	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,273	4,227	4,195	4,257	4,247	4,229	4,240	4,243	4,377	4,279	4,313	4,333	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,188	5,849	6,157	6,281	6,335	6,425	6,512	6,501	6,670	6,646	6,697	6,803	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,010	2,979	3,036	3,017	2,985	3,021	2,965	2,999	2,967	2,990	2,980	2,943	
533	Variety stores . . . . .	660	617	623	614	638	635	651	649	671	695	701	706	
539	Miscellaneous general merchandise stores . . . . .	3,023	2,975	3,031	3,063	3,090	3,115	3,121	3,131	3,254	3,252	3,325	3,311	
54	Food group stores . . . . .	28,181	28,382	28,328	28,510	28,873	28,909	28,994	29,132	29,332	29,344	29,471	29,832	
541	Grocery stores . . . . .	26,627	26,810	26,731	26,952	27,296	27,341	27,430	27,558	27,768	27,748	27,840	28,208	
554	Gasoline service stations . . . . .	9,455	9,709	9,969	10,424	10,622	10,609	10,526	10,240	10,146	10,264	10,303	10,496	
56	Apparel & accessory stores . . . . .	7,695	7,344	7,330	7,627	7,626	7,660	7,638	7,707	7,761	7,845	7,916	7,898	
561	Mens & boys clothing, furnishings. . . .	888	857	850	875	866	869	864	870	876	882	895	895	
562,3	Women's clothing specialty stores . . . .	2,785	2,635	2,622	2,670	2,644	2,654	2,639	2,689	2,675	2,734	2,726	2,751	
566	Shoe stores . . . . .	1,429	1,330	1,353	1,459	1,470	1,467	1,446	1,434	1,464	1,464	1,494	1,460	
58	Eating and drinking places . . . . .	14,752	14,457	14,633	14,608	14,744	14,740	14,823	14,882	15,083	15,091	15,134	14,981	
591	Drug & proprietary stores . . . . .	5,090	5,185	5,119	5,082	5,159	5,178	5,264	5,333	5,434	5,436	5,550	5,579	
592	Liquor stores . . . . .	1,664	1,629	1,647	1,665	1,697	1,684	1,685	1,684	1,703	1,688	1,687	1,672	
5961	Total mail order . . . . .	2,186	2,042	2,093	2,175	2,190	2,206	2,237	2,235	2,210	2,169	2,226	2,306	
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	37,631	36,427	36,662	37,422	37,456	37,789	37,669	38,091	38,585	38,610	38,972	38,945	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1988												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	Retail sales, total . . . . .	116,210	117,984	134,991	134,399	139,770	141,182	137,486	142,604	135,441	138,609	143,212	174,314	1,656,202
	Total (excl. automotive group) . . . .	90,055	89,317	101,487	101,892	106,203	106,230	105,418	109,389	105,410	108,687	114,157	145,387	1,283,632
	Durable goods, total . . . . .	42,638	45,670	53,073	53,002	55,401	57,192	53,003	55,199	51,192	51,229	51,716	59,839	629,154
52	Building materials group stores . . . .	5,223	5,654	7,177	8,122	8,964	8,706	7,995	8,344	7,987	8,050	7,468	7,366	91,056
521,3,5	Building materials, supply stores, hardware . . . . .	4,516	4,846	6,119	6,763	7,412	7,519	7,060	7,308	7,043	7,051	6,637	6,416	78,690
521.3	Building materials, supply stores . . .	3,780	4,134	5,223	5,704	6,325	6,441	6,012	6,301	6,029	6,003	5,616	5,228	66,796
525	Hardware stores . . . . .	736	712	896	1,059	1,087	1,078	1,048	1,007	1,014	1,048	1,021	1,188	11,894
55 ex														
554	Automotive dealers . . . . .	26,155	28,667	33,504	32,507	33,567	34,952	32,068	33,215	30,031	29,922	29,055	28,927	372,570
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	24,113	26,638	31,093	30,009	31,033	32,206	29,479	30,502	27,509	27,407	26,648	26,580	343,217
551,2	Motor vehicle dealers . . . . .	23,328	25,502	29,370	28,138	29,009	30,141	27,634	28,834	26,214	25,950	25,603	25,192	324,915
551	Motor vehicle dealers, (new & used) . . .	21,942	23,950	27,514	26,229	27,169	28,169	25,804	26,916	24,228	24,070	23,863	23,397	303,251
553	Auto & home supply stores . . . . .	2,042	2,029	2,411	2,498	2,534	2,746	2,589	2,713	2,522	2,515	2,407	2,347	29,353
57	Furniture group stores . . . . .	6,061	5,953	6,648	6,569	6,722	7,091	6,888	7,231	6,967	7,157	7,977	10,126	85,390
571	Furniture & home furn. stores . . . . .	3,367	3,358	3,825	3,790	3,885	4,007	3,879	4,069	3,942	4,118	4,464	4,913	47,617
5712	Furniture stores . . . . .	2,035	2,068	2,363	2,268	2,302	2,350	2,278	2,315	2,299	2,411	2,602	2,906	28,197
5713	Floor covering stores . . . . .	777	767	862	898	947	1,001	928	1,015	970	969	991	1,001	11,126
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	2,172	2,089	2,301	2,255	2,315	2,525	2,465	2,555	2,436	2,450	2,907	4,138	30,608
5722	Household appliance stores . . . . .	590	561	629	655	679	787	786	774	685	699	810	1,054	8,709
5731,34	Radio, television and computer stores . . . . .	1,582	1,528	1,672	1,600	1,636	1,738	1,679	1,781	1,751	1,751	2,097	3,084	21,899
5941	Sporting goods stores and bicycle shops .	821	871	938	1,044	1,097	1,155	1,069	1,150	981	915	1,087	1,698	12,826
5942	Book stores . . . . .	537	402	398	381	413	453	408	555	575	441	510	925	5,998
5944	Jewelry stores . . . . .	769	921	921	947	1,128	991	939	993	943	986	1,285	3,432	14,255
	Nondurable goods, total . . . . .	73,572	72,314	81,918	81,397	84,369	83,990	84,483	87,405	84,249	87,380	91,496	114,475	1,027,048
53	General merchandise group stores . . .	10,802	11,141	14,316	14,394	15,406	15,024	13,934	15,460	14,625	16,098	19,815	31,506	192,521
531	Dept. stores (excl. leased depts.) . . . .	8,464	8,690	11,308	11,379	12,085	11,828	10,996	12,252	11,625	12,787	15,551	24,558	151,523
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	8,781	8,999	11,698	11,767	12,458	12,189	11,340	12,613	12,005	13,162	15,965	25,211	156,188
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,600	2,857	3,642	3,553	3,764	3,607	3,206	3,870	3,804	4,142	5,166	8,726	48,937
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	3,988	4,021	5,404	5,508	5,866	5,815	5,410	5,781	5,536	5,975	7,122	11,081	71,507
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,193	2,121	2,652	2,706	2,828	2,767	2,724	2,962	2,665	3,045	3,677	5,404	35,744
533	Variety stores . . . . .	448	476	593	575	575	561	571	605	543	618	662	1,231	7,458
539	Miscellaneous general merchandise stores . . . . .	1,890	1,975	2,415	2,440	2,746	2,635	2,367	2,603	2,457	2,693	3,602	5,717	33,540
54	Food group stores . . . . .	25,283	24,327	26,552	26,331	27,167	27,395	28,446	27,918	27,318	27,361	27,192	30,203	325,493
541	Grocery stores . . . . .	23,919	22,916	25,057	24,847	25,595	25,849	26,878	26,378	25,834	25,890	25,683	28,327	307,173
542	Meat, fish (seafood) markets . . . . .	483	466	504	474	520	509	538	533	531	509	524	655	6,246
546	Retail bakeries . . . . .	407	398	428	437	437	424	414	403	389	409	404	445	4,995
554	Gasoline service stations . . . . .	8,408	8,119	8,830	8,957	9,415	9,484	9,689	10,006	9,359	9,532	9,179	9,363	110,341
56	Apparel & accessory stores . . . . .	5,151	5,018	6,751	6,569	6,647	6,441	6,341	7,345	7,022	7,324	8,120	12,578	85,307
561	Mens & boys clothing, furnishings. . . .	649	579	699	757	770	785	695	729	745	858	927	1,633	9,826
562,3	Women's clothing specialty stores . . . .	1,927	1,904	2,420	2,390	2,428	2,287	2,286	2,493	2,504	2,629	2,928	4,371	30,567
562	Women's ready to wear . . . . .	1,675	1,688	2,199	2,172	2,208	2,086	2,089	2,266	2,271	2,320	2,564	3,821	27,359
565	Family clothing stores . . . . .	1,283	1,291	1,772	1,749	1,784	1,756	1,776	2,113	1,924	2,086	2,442	3,926	23,902
566	Shoe stores . . . . .	962	919	1,376	1,257	1,269	1,203	1,151	1,436	1,335	1,275	1,342	1,919	15,444
58	Eating and drinking places . . . . .	12,134	11,987	13,303	13,698	14,179	14,507	15,106	15,308	14,394	14,674	13,896	14,807	167,993
5812	Eating places . . . . .	11,231	11,120	12,359	12,769	13,285	13,547	14,182	14,407	13,487	13,791	13,010	13,882	157,070
5812 pt	Restaurants, lunchrooms, cafeterias . .	6,334	6,319	6,849	7,098	7,342	7,493	7,844	8,057	7,560	7,787	7,298	7,698	87,679
5812 pt	Refreshment places . . . . .	4,709	4,613	5,323	5,473	5,730	5,876	6,179	6,161	5,713	5,751	5,520	5,913	66,961
5813	Drinking places (alcoholic bev) . . . . .	903	867	944	929	894	960	924	901	907	883	886	925	10,923
591	Drug & proprietary stores . . . . .	4,440	4,460	4,792	4,660	4,768	4,718	4,583	4,758	4,644	4,740	4,836	6,443	57,842
592	Liquor stores . . . . .	1,473	1,377	1,494	1,564	1,635	1,667	1,730	1,624	1,552	1,547	1,614	2,361	19,638
596	Nonstore retailers <sup>2</sup> . . . . .	2,911	3,091	3,440	3,125	3,090	2,962	2,937	3,129	3,342	3,867	4,389	4,193	40,476
5961	Total mail order . . . . .	1,661	1,691	1,917	1,768	1,710	1,660	1,609	1,780	1,941	2,380	2,931	2,872	23,920
598	Fuel dealers . . . . .	2,135	1,759	1,476	1,061	906	798	781	832	919	1,139	1,305	1,673	14,784
53,56,57,594	GAF, total <sup>3</sup> . . . . .	25,702	25,980	31,812	31,631	33,236	33,090	31,525	34,755	33,050	35,069	41,597	65,589	423,036
594	Miscellaneous shopping goods stores .	3,688	3,868	4,097	4,099	4,461	4,534	4,362	4,719	4,436	4,490	5,685	11,379	59,818

See footnotes on next page.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1988												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	Retail sales, total . . . . .	132,543	133,438	135,736	135,123	136,327	136,981	137,369	138,158	137,707	140,607	141,779	142,794	
	Total (excl. automotive group) . . .	102,106	102,451	104,529	104,607	105,403	105,836	106,572	107,346	108,153	109,250	109,913	110,582	
	Durable goods, total . . . . .	50,515	51,501	52,128	51,617	52,115	52,532	52,042	52,022	51,029	53,095	53,733	54,730	
52	Building materials group stores . . . . .	7,065	7,428	7,545	7,558	7,641	7,565	7,416	7,477	7,593	7,755	7,709	8,070	
521,3	Building materials, supply stores . . . .	5,000	5,334	5,463	5,516	5,617	5,611	5,511	5,498	5,614	5,690	5,713	6,016	
525	Hardware stores . . . . .	893	920	964	977	970	982	986	990	1,033	1,019	1,031	1,043	
55 ex 554	Automotive dealers . . . . .	30,437	30,987	31,207	30,516	30,924	31,145	30,797	30,812	29,554	31,357	31,866	32,212	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	28,006	28,551	28,737	28,072	28,471	28,628	28,345	28,348	27,129	28,941	29,478	29,832	
553	Auto & home supply stores . . . . .	2,431	2,436	2,470	2,444	2,453	2,517	2,452	2,464	2,425	2,416	2,388	2,380	
57	Furniture group stores . . . . .	6,680	6,715	6,878	6,977	7,010	7,145	7,097	7,112	7,179	7,280	7,414	7,495	
571	Furniture & home furn. stores . . . . .	3,745	3,739	3,837	3,875	3,901	3,959	3,966	3,943	4,002	4,089	4,133	4,224	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,371	2,415	2,474	2,517	2,514	2,574	2,520	2,550	2,572	2,582	2,687	2,665	
	Nondurable goods, total . . . . .	82,028	81,937	83,608	83,506	84,212	84,449	85,327	86,136	86,678	87,512	88,046	88,064	
53	General merchandise group stores . . . .	15,353	15,096	15,628	15,570	15,727	15,768	15,809	15,948	16,091	16,401	16,528	16,671	
531	Dept. stores (excl. leased depts.) . . . .	12,143	11,888	12,291	12,235	12,382	12,424	12,453	12,528	12,677	12,942	13,003	13,042	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	12,498	12,297	12,687	12,736	12,855	12,847	12,879	12,924	13,113	13,280	13,323	13,382	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	3,994	3,935	4,011	3,997	4,009	4,012	3,993	4,002	4,051	4,146	4,146	4,185	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,524	5,412	5,774	5,798	5,872	5,904	5,919	5,984	6,084	6,116	6,166	6,208	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,980	2,950	2,902	2,941	2,974	2,931	2,967	2,938	2,978	3,018	3,011	2,989	
533	Variety stores . . . . .	600	599	611	603	604	602	626	633	609	639	630	639	
539	Miscellaneous general merchandise stores . . . . .	2,610	2,609	2,726	2,732	2,741	2,742	2,730	2,787	2,805	2,820	2,895	2,990	
54	Food group stores . . . . .	26,066	26,178	26,536	26,653	26,798	26,846	27,193	27,521	27,458	27,631	27,807	27,617	
541	Grocery stores . . . . .	24,532	24,667	25,057	25,149	25,267	25,317	25,647	26,014	25,938	26,099	26,261	26,084	
554	Gasoline service stations . . . . .	8,964	8,893	9,179	9,029	9,114	9,102	9,132	9,343	9,285	9,281	9,290	9,335	
56	Apparel & accessory stores . . . . .	6,734	6,708	6,858	6,771	6,910	6,890	7,041	7,058	7,225	7,368	7,338	7,417	
561	Mens & boys clothing, furnishings. . . .	791	790	799	791	789	804	822	821	830	850	825	833	
562,3	Women's clothing specialty stores . . . .	2,471	2,470	2,459	2,436	2,498	2,483	2,512	2,495	2,579	2,588	2,633	2,643	
566	Shoe stores . . . . .	1,210	1,200	1,255	1,224	1,259	1,251	1,293	1,284	1,308	1,332	1,323	1,363	
58	Eating and drinking places . . . . .	13,161	13,260	13,465	13,522	13,660	13,856	14,013	14,293	14,380	14,486	14,643	14,704	
591	Drug & proprietary stores . . . . .	4,639	4,656	4,759	4,779	4,792	4,800	4,794	4,806	4,873	4,892	4,930	4,941	
592	Liquor stores . . . . .	1,633	1,599	1,624	1,645	1,663	1,657	1,627	1,613	1,603	1,600	1,622	1,646	
5961	Total mail order . . . . .	1,796	1,891	1,923	1,893	1,915	1,891	1,946	1,906	2,022	2,174	2,199	2,134	
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	33,435	33,242	34,139	34,175	34,538	34,731	34,972	35,059	35,435	36,083	36,351	36,798	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1987												
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
	Unadjusted													
	Retail sales, total . . . . .	106,828	106,726	121,966	127,184	131,358	131,795	131,983	134,420	127,410	131,366	129,828	160,435	1,541,299
	Total (excl. automotive group) . . . .	86,180	82,787	92,795	96,853	101,029	99,164	99,979	101,876	97,307	102,868	104,035	133,530	1,198,403
	Durable goods, total . . . . .	36,425	39,099	46,525	48,807	49,861	52,578	51,681	52,313	49,402	48,461	46,042	54,669	575,863
52	Building materials group stores . . . .	5,051	4,984	6,370	7,272	7,926	7,961	7,757	7,564	7,384	7,716	6,789	6,680	83,454
521,3,5	Building materials, supply stores, hard- ware . . . . .	4,523	4,390	5,505	6,115	6,484	6,801	6,797	6,717	6,548	6,763	5,995	5,700	72,338
521,3	Building materials, supply stores . . . .	3,739	3,687	4,629	5,126	5,453	5,841	5,839	5,809	5,674	5,783	5,094	4,628	61,302
525	Hardware stores . . . . .	784	703	876	989	1,031	960	958	908	874	980	901	1,072	11,036
55 ex 554	Automotive dealers . . . . .	20,648	23,939	29,171	30,331	30,329	32,631	32,004	32,544	30,103	28,498	25,793	26,905	342,896
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	18,847	22,237	27,147	28,156	28,113	30,271	29,586	30,119	27,724	25,999	23,513	24,562	316,274
551,2	Motor vehicle dealers . . . . .	17,976	21,052	25,507	26,105	25,883	28,116	27,704	28,559	26,690	24,931	22,610	23,691	298,824
551	Motor vehicle dealers, (new & used) . . .	16,762	19,811	23,980	24,568	24,232	26,353	26,046	26,891	25,070	23,298	21,216	22,302	280,529
553	Auto & home supply stores . . . . .	1,801	1,702	2,024	2,175	2,216	2,360	2,418	2,425	2,379	2,499	2,280	2,343	26,622
57	Furniture group stores . . . . .	6,002	5,546	6,158	6,043	6,199	6,322	6,486	6,598	6,430	6,561	6,834	8,893	78,072
571	Furniture & home furn. stores . . . . .	3,357	3,205	3,623	3,596	3,707	3,744	3,755	3,806	3,734	3,834	3,877	4,239	44,477
5712	Furniture stores . . . . .	2,046	1,979	2,272	2,187	2,281	2,249	2,241	2,265	2,215	2,264	2,268	2,473	26,740
5713	Floor covering stores . . . . .	646	617	732	786	784	843	889	898	907	951	918	961	9,932
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,185	1,900	2,058	1,975	2,019	2,092	2,240	2,252	2,156	2,188	2,396	3,660	27,121
5722	Household appliance stores . . . . .	680	606	655	651	676	713	776	745	689	686	768	997	8,642
5731,34	Radio, television and computer stores . . . . .	1,505	1,294	1,403	1,324	1,343	1,379	1,464	1,507	1,467	1,502	1,628	2,663	18,479
5941	Sporting goods stores and bicycle shops .	730	717	769	858	921	1,018	980	1,027	906	847	981	1,502	11,256
5942	Book stores . . . . .	519	386	360	353	357	378	356	447	527	401	437	817	5,338
5944	Jewelry stores . . . . .	712	845	799	845	1,045	905	856	910	855	928	1,177	3,048	12,925
	Nondurable goods, total . . . . .	70,403	67,627	75,441	78,377	81,497	79,217	80,302	82,107	78,008	82,905	83,786	105,766	965,436
53	General merchandise group stores . . .	10,168	10,651	12,935	14,141	15,140	14,032	13,293	15,029	13,724	15,346	18,238	29,273	181,970
531	Dept. stores (excl. leased depts.) . . . .	8,067	8,327	10,320	11,164	11,931	11,102	10,565	11,982	10,948	12,221	14,449	22,941	144,017
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	8,394	8,636	10,697	11,561	12,316	11,472	10,885	12,332	11,296	12,612	14,861	23,593	148,655
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,591	2,837	3,418	3,660	3,777	3,488	3,168	3,895	3,690	4,066	4,868	8,303	47,761
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	3,581	3,613	4,620	5,122	5,446	5,139	4,925	5,312	4,860	5,510	6,273	9,931	64,332
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,222	2,186	2,659	2,779	3,093	2,845	2,792	3,125	2,746	3,036	3,720	5,359	36,562
533	Variety stores . . . . .	460	476	540	633	592	533	524	570	515	566	598	1,127	7,134
539	Miscellaneous general merchandise stores . . . . .	1,641	1,848	2,075	2,344	2,617	2,397	2,204	2,477	2,261	2,559	3,191	5,205	30,819
54	Food group stores . . . . .	25,152	23,013	24,823	25,345	26,710	26,011	27,229	26,307	25,478	26,487	25,050	27,856	309,461
541	Grocery stores . . . . .	23,843	21,673	23,389	23,804	25,142	24,441	25,621	24,691	23,934	24,922	23,536	25,983	290,979
542	Meat, fish (seafood) markets . . . . .	461	442	477	508	501	509	559	562	558	546	511	627	6,261
546	Retail bakeries . . . . .	385	398	435	437	451	435	434	435	428	453	431	472	5,194
554	Gasoline service stations . . . . .	7,761	7,481	8,278	8,639	8,936	9,144	9,490	9,446	8,928	9,092	8,672	8,902	104,769
56	Apparel & accessory stores . . . . .	4,960	4,842	6,059	6,611	6,430	6,136	5,913	6,844	6,409	6,762	7,164	11,192	79,322
561	Mens & boys clothing, furnishings. . . .	589	517	604	713	731	734	626	686	679	785	840	1,513	9,017
562,3	Women's clothing specialty stores . . . .	1,916	1,873	2,258	2,424	2,415	2,206	2,203	2,451	2,377	2,528	2,605	3,952	29,208
562	Women's ready to wear . . . . .	1,677	1,659	2,037	2,209	2,216	2,001	2,022	2,237	2,165	2,283	2,334	3,526	26,366
565	Family clothing stores . . . . .	1,144	1,188	1,578	1,735	1,686	1,637	1,631	1,894	1,680	1,823	2,074	3,402	21,472
566	Shoe stores . . . . .	984	935	1,218	1,346	1,218	1,171	1,048	1,319	1,222	1,188	1,213	1,732	14,594
58	Eating and drinking places . . . . .	11,475	11,060	12,295	12,678	13,358	13,293	13,709	13,824	12,747	13,282	12,514	13,226	153,461
5812	Eating places . . . . .	10,642	10,271	11,421	11,776	12,437	12,384	12,776	12,878	11,833	12,327	11,614	12,268	142,627
5812 pt	Restaurants, lunchrooms, cafeterias . .	6,332	6,099	6,587	6,758	7,148	7,127	7,187	7,286	6,612	6,802	6,457	6,744	81,139
5812 pt	Refreshment places . . . . .	4,162	4,032	4,690	4,876	5,122	5,084	5,452	5,448	5,064	5,362	5,011	5,332	59,635
5813	Drinking places (alcoholic bev) . . . . .	833	789	874	902	921	909	933	946	914	955	900	958	10,834
591	Drug & proprietary stores . . . . .	4,275	4,027	4,257	4,396	4,454	4,442	4,427	4,423	4,309	4,561	4,467	6,104	54,142
592	Liquor stores . . . . .	1,486	1,377	1,460	1,528	1,660	1,624	1,732	1,662	1,588	1,682	1,668	2,359	19,826
596	Nonstore retailers <sup>2</sup> . . . . .	2,489	2,502	2,919	2,904	2,701	2,744	2,832	2,870	2,970	3,451	3,630	3,901	35,913
5961	Total mail order . . . . .	1,453	1,389	1,692	1,671	1,502	1,553	1,592	1,604	1,676	1,933	2,211	2,489	20,765
598	Fuel dealers . . . . .	1,774	1,652	1,451	1,101	923	808	793	770	903	1,225	1,374	1,730	14,504
53,56, 57,594	GAF, total <sup>3</sup> . . . . .	24,431	24,415	28,615	30,486	31,816	30,594	29,678	32,712	30,641	32,866	37,382	59,506	393,142
594	Miscellaneous shopping goods stores . .	3,301	3,376	3,463	3,691	4,047	4,104	3,986	4,241	4,078	4,197	5,146	10,148	53,778

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1987 to December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1987												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	119,328	125,274	126,124	127,157	127,134	128,891	129,741	132,164	130,422	129,977	130,469	132,097	
	Total (excl. automotive group) . . .	96,068	98,373	98,103	98,839	99,117	99,767	100,177	100,649	100,603	101,172	101,280	102,332	
	<b>Durable goods, total</b> . . . . .	41,944	45,960	47,018	47,292	47,086	48,220	49,016	51,068	49,428	48,535	49,108	49,807	
52	<b>Building materials group stores</b> . . . .	6,555	6,825	6,874	6,748	6,862	6,768	6,988	7,041	7,025	7,156	7,220	7,214	
521.3	Building materials, supply stores . . . .	4,806	4,989	4,967	4,915	4,980	4,997	5,167	5,281	5,273	5,286	5,334	5,206	
525	Hardware stores . . . . .	920	941	967	937	908	866	905	888	897	931	933	952	
55 ex 554	<b>Automotive dealers</b> . . . . .	23,260	26,901	28,021	28,318	28,017	29,124	29,564	31,515	29,819	28,805	29,189	29,765	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	21,176	24,763	25,879	26,192	25,863	26,955	27,344	29,242	27,531	26,476	26,872	27,413	
553	Auto & home supply stores . . . . .	2,084	2,138	2,142	2,126	2,154	2,169	2,220	2,273	2,288	2,329	2,317	2,352	
57	<b>Furniture group stores</b> . . . . .	6,505	6,511	6,518	6,472	6,449	6,416	6,564	6,566	6,589	6,525	6,483	6,498	
571	Furniture & home furn. stores . . . . .	3,669	3,714	3,727	3,711	3,714	3,718	3,766	3,728	3,764	3,722	3,689	3,614	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,339	2,292	2,274	2,242	2,207	2,154	2,254	2,284	2,269	2,246	2,248	2,318	
	<b>Nondurable goods, total</b> . . . . .	77,384	79,314	79,106	79,865	80,048	80,671	80,725	81,096	80,994	81,442	81,361	82,290	
53	<b>General merchandise group stores</b> . . .	14,375	14,926	14,678	14,945	15,087	15,159	15,054	15,298	15,229	15,375	15,329	15,568	
531	Dept. stores (excl. leased depts.) . . . .	11,475	11,795	11,622	11,801	11,895	11,963	11,938	12,079	12,057	12,172	12,152	12,327	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . .	11,887	12,181	12,023	12,251	12,472	12,365	12,394	12,516	12,445	12,534	12,411	12,611	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	3,944	4,018	3,951	3,965	3,959	3,964	3,945	4,024	3,972	3,990	3,939	3,994	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,912	5,018	5,111	5,275	5,334	5,348	5,377	5,431	5,412	5,532	5,474	5,589	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,031	3,145	2,961	3,011	3,179	3,053	3,072	3,061	3,061	3,012	2,998	3,028	
533	Variety stores . . . . .	605	620	603	607	603	602	556	592	597	576	570	589	
539	Miscellaneous general merchandise stores . . . . .	2,295	2,511	2,453	2,537	2,589	2,594	2,560	2,627	2,575	2,627	2,607	2,652	
54	<b>Food group stores</b> . . . . .	25,494	25,546	25,464	25,700	25,714	25,957	25,875	25,964	25,903	26,092	25,737	26,033	
541	Grocery stores . . . . .	24,035	24,054	23,989	24,191	24,198	24,392	24,308	24,350	24,298	24,505	24,189	24,489	
554	<b>Gesoline service stations</b> . . . . .	8,204	8,491	8,623	8,735	8,651	8,734	8,886	8,920	8,884	8,827	8,858	8,911	
56	<b>Apparel &amp; accessory stores</b> . . . . .	6,246	6,633	6,668	6,547	6,529	6,615	6,614	6,599	6,665	6,605	6,611	6,728	
561	Mens & boys clothing, furnishings. . . .	710	733	731	732	727	756	752	757	765	770	747	788	
562,3	Women's clothing specialty stores . . . .	2,363	2,497	2,449	2,434	2,434	2,432	2,429	2,456	2,448	2,421	2,401	2,428	
566	Shoe stores . . . . .	1,191	1,245	1,249	1,207	1,191	1,211	1,196	1,197	1,209	1,189	1,213	1,261	
58	<b>Eating and drinking places</b> . . . . .	12,405	12,654	12,508	12,653	12,662	12,757	12,764	12,788	12,876	12,908	13,187	13,346	
591	Drug & proprietary stores . . . . .	4,394	4,391	4,362	4,436	4,485	4,514	4,531	4,555	4,560	4,630	4,605	4,652	
592	Liquor stores . . . . .	1,613	1,651	1,631	1,636	1,652	1,616	1,637	1,650	1,661	1,680	1,693	1,689	
5961	Total mail order . . . . .	1,536	1,640	1,748	1,744	1,717	1,765	1,847	1,825	1,755	1,678	1,698	1,826	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	31,247	32,365	32,062	32,266	32,440	32,661	32,751	32,989	33,039	33,087	33,118	33,460	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996**

[Data in millions of dollars]

SIC code	Kind of business	1996											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	296,503	300,875	302,771	304,538	303,736	300,383	300,137	303,023	313,263	333,919	338,080	309,184
	Total (excl. automotive group) . . . . .	207,979	210,976	214,866	217,355	216,410	214,066	218,851	222,555	230,960	247,489	249,835	218,332
	<b>Durable goods, total</b> . . . . .	159,430	161,920	161,773	162,959	163,110	161,280	157,004	157,087	161,115	171,129	173,277	166,527
52	Building materials group stores . . . . .	20,435	21,070	22,100	22,399	22,478	22,365	22,045	21,550	21,547	21,882	21,835	21,776
55 ex 554	Automotive dealers . . . . .	88,524	89,899	87,905	87,183	87,326	86,317	81,286	80,468	82,303	86,430	88,245	90,852
57	Furniture group stores . . . . .	22,264	22,338	22,488	23,013	22,929	22,438	22,582	23,125	24,173	26,261	26,157	22,525
	<b>Nondurable goods, total</b> . . . . .	137,073	138,955	140,998	141,579	140,626	139,103	143,133	145,936	152,148	162,790	164,803	142,657
53	General merchandise group stores . . . . .	53,513	54,640	56,102	56,541	56,156	55,332	56,792	58,718	62,677	68,354	69,654	54,596
531	Dept. stores, (excl. leased depts.) . . . . .	42,580	43,868	45,081	45,488	45,158	44,452	45,599	47,359	50,463	55,131	56,509	44,222
54	Food group stores . . . . .	27,569	27,224	27,416	27,519	27,382	27,262	27,471	27,374	27,932	29,284	30,002	29,435
56	Apparel & accessory stores . . . . .	21,324	22,450	23,357	22,875	22,341	22,130	23,449	24,246	24,946	26,801	27,240	21,786
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	305,094	305,336	303,735	304,656	305,214	305,677	309,786	311,112	312,969	315,281	313,490	314,183
	Total (excl. automotive group) . . . . .	218,642	219,292	219,795	220,983	220,991	220,811	223,436	223,229	223,850	225,918	225,795	226,132
	<b>Durable goods, total</b> . . . . .	160,493	160,667	159,331	160,029	160,631	161,138	163,433	164,862	166,530	168,146	165,865	165,997
52	Building materials group stores . . . . .	21,089	21,176	21,394	21,496	21,531	21,926	22,045	21,834	22,077	22,170	22,281	22,542
55 ex 554	Automotive dealers . . . . .	86,452	86,044	83,940	83,673	84,223	84,866	86,350	87,883	89,119	89,363	87,695	88,051
57	Furniture group stores . . . . .	22,976	23,391	23,401	23,749	23,785	23,349	23,696	23,549	23,423	23,680	22,965	22,413
	<b>Nondurable goods, total</b> . . . . .	144,601	144,669	144,404	144,627	144,583	144,539	146,353	146,250	146,439	147,135	147,625	148,186
53	General merchandise group stores . . . . .	58,256	57,931	57,932	58,037	57,940	58,247	58,877	59,167	59,164	59,185	59,208	58,823
531	Dept. stores, (excl. leased depts.) . . . . .	46,333	46,323	46,523	46,654	46,555	46,890	47,302	47,693	47,652	47,815	48,011	47,704
54	Food group stores . . . . .	27,440	27,536	27,542	27,777	27,814	27,625	27,964	28,085	28,182	28,482	28,677	28,701
56	Apparel & accessory stores . . . . .	23,906	23,832	23,907	23,271	23,175	23,295	23,379	23,403	23,336	23,592	23,937	23,914
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.71	1.67	1.52	1.53	1.42	1.47	1.47	1.43	1.60	1.61	1.61	1.26
	Total (excl. automotive group) . . . . .	1.59	1.58	1.47	1.47	1.36	1.40	1.43	1.39	1.57	1.58	1.52	1.09
	<b>Durable goods, total</b> . . . . .	2.32	2.21	1.96	1.96	1.81	1.88	1.83	1.80	2.00	2.02	2.14	1.85
52	Building materials group stores . . . . .	2.53	2.56	2.26	1.88	1.68	1.73	1.73	1.75	1.85	1.78	2.00	2.10
55 ex 554	Automotive dealers . . . . .	2.09	1.92	1.67	1.70	1.59	1.66	1.56	1.54	1.70	1.69	1.95	2.09
57	Furniture group stores . . . . .	2.25	2.32	2.12	2.27	2.16	2.14	2.11	2.04	2.25	2.34	2.10	1.44
	<b>Nondurable goods, total</b> . . . . .	1.31	1.30	1.21	1.22	1.14	1.17	1.20	1.17	1.32	1.33	1.27	.92
53	General merchandise group stores . . . . .	2.87	2.65	2.40	2.41	2.17	2.23	2.40	2.22	2.63	2.63	2.24	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	2.98	2.77	2.49	2.48	2.25	2.31	2.50	2.29	2.71	2.73	2.30	1.22
54	Food group stores . . . . .	.82	.84	.78	.81	.75	.77	.76	.75	.82	.82	.84	.77
56	Apparel & accessory stores . . . . .	3.27	3.04	2.64	2.53	2.37	2.48	2.72	2.34	2.76	2.80	2.53	1.44
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.54	1.52	1.50	1.51	1.50	1.51	1.52	1.53	1.53	1.53	1.52	1.52
	Total (excl. automotive group) . . . . .	1.46	1.45	1.45	1.44	1.43	1.43	1.45	1.45	1.45	1.45	1.44	1.44
	<b>Durable goods, total</b> . . . . .	2.02	1.96	1.93	1.96	1.94	1.96	1.98	2.00	2.00	2.00	1.99	1.98
52	Building materials group stores . . . . .	2.02	2.00	2.00	1.95	1.93	1.89	1.92	1.93	1.95	1.95	1.96	1.99
55 ex 554	Automotive dealers . . . . .	1.80	1.72	1.68	1.73	1.71	1.74	1.77	1.79	1.79	1.78	1.77	1.76
57	Furniture group stores . . . . .	2.15	2.16	2.10	2.14	2.13	2.10	2.13	2.10	2.09	2.11	2.06	2.01
	<b>Nondurable goods, total</b> . . . . .	1.22	1.21	1.21	1.20	1.20	1.20	1.21	1.21	1.20	1.20	1.21	1.20
53	General merchandise group stores . . . . .	2.31	2.26	2.28	2.24	2.22	2.24	2.26	2.26	2.25	2.23	2.26	2.21
531	Dept. stores, (excl. leased depts.) . . . . .	2.35	2.32	2.36	2.31	2.29	2.32	2.34	2.34	2.32	2.31	2.35	2.26
54	Food group stores . . . . .	.79	.79	.79	.79	.80	.79	.79	.80	.79	.80	.80	.80
56	Apparel & accessory stores . . . . .	2.59	2.49	2.56	2.43	2.42	2.44	2.47	2.47	2.43	2.48	2.56	2.54

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report*, BR-97).

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1995											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail inventories, total</b> . . . . .	285,422	290,404	297,481	300,569	299,657	296,254	291,012	295,071	303,850	323,454	331,164	299,071
	Total (excl. automotive group) . . . . .	202,706	205,051	209,174	211,356	211,061	209,754	211,656	217,850	225,985	240,490	243,751	210,486
	<b>Durable goods, total</b> . . . . .	151,426	154,338	158,547	161,150	160,665	158,082	150,828	151,080	154,064	163,184	169,318	160,609
52	Building materials group stores . . . . .	19,831	20,117	21,021	21,454	21,421	20,860	20,579	20,605	20,738	21,060	20,748	20,334
55 ex 554	Automotive dealers . . . . .	82,716	85,353	88,307	89,213	88,596	86,500	79,356	77,221	77,865	82,964	87,413	88,585
57	Furniture group stores . . . . .	21,631	21,323	21,701	21,881	21,818	22,028	21,736	22,845	24,100	25,804	26,967	23,238
	<b>Nondurable goods, total</b> . . . . .	133,996	136,066	138,934	139,419	138,992	138,172	140,184	143,991	149,786	160,270	161,846	138,462
53	General merchandise group stores . . . . .	51,284	53,165	54,540	54,824	54,767	54,311	55,135	56,890	60,768	66,776	68,403	53,878
531	Dept. stores, (excl. leased depts.) . . . . .	40,482	42,136	42,895	43,189	43,277	42,856	43,617	45,080	48,253	53,089	54,484	42,868
54	Food group stores . . . . .	26,931	26,522	26,676	26,552	26,431	26,529	26,582	26,569	27,031	28,024	28,524	28,131
56	Apparel & accessory stores . . . . .	21,609	22,867	24,027	24,320	23,921	23,298	24,296	25,316	26,041	27,744	27,614	21,795
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail inventories, total</b> . . . . .	293,944	295,154	297,790	300,260	301,137	301,523	300,022	302,750	303,368	305,494	307,117	303,750
	Total (excl. automotive group) . . . . .	212,868	213,167	213,504	214,666	215,623	216,477	215,931	218,471	219,050	219,627	220,339	217,996
	<b>Durable goods, total</b> . . . . .	152,744	153,450	155,835	158,076	158,131	157,889	156,825	158,520	159,205	160,613	162,107	159,767
52	Building materials group stores . . . . .	20,465	20,178	20,330	20,589	20,499	20,431	20,558	20,876	21,270	21,337	21,193	21,050
55 ex 554	Automotive dealers . . . . .	81,076	81,987	84,286	85,594	85,514	85,046	84,091	84,279	84,318	85,867	86,778	85,754
57	Furniture group stores . . . . .	22,277	22,351	22,465	22,558	22,609	22,922	22,784	23,287	23,375	23,331	23,718	23,076
	<b>Nondurable goods, total</b> . . . . .	141,200	141,704	141,955	142,184	143,006	143,634	143,197	144,230	144,163	144,881	145,010	143,983
53	General merchandise group stores . . . . .	55,734	56,439	56,149	56,119	56,569	57,211	57,098	57,339	57,392	57,832	58,196	58,095
531	Dept. stores, (excl. leased depts.) . . . . .	43,954	44,541	44,131	44,161	44,662	45,254	45,199	45,398	45,608	46,084	46,330	46,294
54	Food group stores . . . . .	26,803	26,822	26,804	26,772	26,822	26,856	27,059	27,252	27,273	27,250	27,284	27,433
56	Apparel & accessory stores . . . . .	24,198	24,249	24,542	24,715	24,814	24,550	24,199	24,413	24,360	24,466	24,308	23,898
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.72	1.78	1.56	1.61	1.50	1.47	1.50	1.46	1.59	1.68	1.65	1.27
	Total (excl. automotive group) . . . . .	1.59	1.66	1.48	1.50	1.41	1.41	1.45	1.43	1.56	1.64	1.55	1.08
	<b>Durable goods, total</b> . . . . .	2.36	2.41	2.04	2.17	1.95	1.87	1.93	1.81	2.00	2.13	2.20	1.87
52	Building materials group stores . . . . .	2.46	2.57	2.09	2.00	1.72	1.74	1.86	1.80	1.89	1.89	2.01	2.10
55 ex 554	Automotive dealers . . . . .	2.14	2.16	1.79	1.95	1.76	1.65	1.67	1.52	1.68	1.81	2.01	2.14
57	Furniture group stores . . . . .	2.26	2.41	2.18	2.37	2.19	2.17	2.16	2.12	2.29	2.43	2.21	1.50
	<b>Nondurable goods, total</b> . . . . .	1.31	1.37	1.23	1.24	1.18	1.18	1.22	1.21	1.31	1.39	1.31	.92
53	General merchandise group stores . . . . .	2.80	2.88	2.44	2.40	2.28	2.26	2.37	2.30	2.61	2.76	2.26	1.24
531	Dept. stores, (excl. leased depts.) . . . . .	2.92	2.97	2.47	2.44	2.35	2.31	2.42	2.34	2.66	2.82	2.28	1.24
54	Food group stores . . . . .	.83	.87	.79	.80	.76	.77	.76	.76	.80	.84	.83	.74
56	Apparel & accessory stores . . . . .	3.32	3.44	2.80	2.75	2.68	2.65	2.89	2.62	2.83	3.11	2.59	1.43
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.53	1.56	1.56	1.57	1.56	1.55	1.54	1.55	1.56	1.57	1.56	1.53
	Total (excl. automotive group) . . . . .	1.44	1.47	1.46	1.47	1.46	1.46	1.46	1.47	1.47	1.48	1.47	1.45
	<b>Durable goods, total</b> . . . . .	2.01	2.05	2.06	2.10	2.07	2.04	2.03	2.01	2.05	2.06	2.05	2.00
52	Building materials group stores . . . . .	1.92	1.92	1.90	1.98	1.99	1.97	1.97	2.00	2.03	2.02	1.98	1.96
55 ex 554	Automotive dealers . . . . .	1.80	1.86	1.88	1.91	1.87	1.83	1.82	1.78	1.82	1.84	1.84	1.80
57	Furniture group stores . . . . .	2.13	2.17	2.19	2.20	2.17	2.18	2.15	2.16	2.16	2.16	2.16	2.11
	<b>Nondurable goods, total</b> . . . . .	1.21	1.23	1.23	1.23	1.23	1.23	1.22	1.23	1.23	1.24	1.23	1.22
53	General merchandise group stores . . . . .	2.23	2.34	2.29	2.28	2.28	2.28	2.26	2.29	2.27	2.31	2.31	2.30
531	Dept. stores, (excl. leased depts.) . . . . .	2.29	2.37	2.32	2.31	2.33	2.33	2.29	2.33	2.31	2.36	2.35	2.35
54	Food group stores . . . . .	.78	.79	.79	.79	.79	.79	.79	.80	.80	.79	.79	.79
56	Apparel & accessory stores . . . . .	2.59	2.69	2.67	2.72	2.70	2.66	2.63	2.68	2.60	2.68	2.61	2.57

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report*, BR-97).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1994											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	Retail inventories, total . . . . .	258,692	263,068	268,518	270,621	273,116	273,911	269,960	275,883	287,144	304,049	310,961	285,757
	Total (excl. automotive group) . . . . .	188,505	191,425	195,763	197,788	199,105	199,930	201,607	206,314	215,118	229,489	232,440	204,131
	Durable goods, total . . . . .	132,902	135,196	137,321	138,639	140,702	141,106	135,837	138,438	142,823	150,082	155,380	150,773
52	Building materials group stores . . . . .	18,188	18,981	19,723	20,045	20,406	20,011	19,707	19,729	19,393	19,723	19,785	19,601
55 ex 554	Automotive dealers . . . . .	70,187	71,643	72,755	72,833	74,011	73,981	68,353	69,569	72,026	74,560	78,521	81,626
57	Furniture group stores . . . . .	19,644	19,278	19,143	19,766	20,030	20,206	20,017	20,858	22,303	24,634	25,429	22,431
	Nondurable goods, total . . . . .	125,790	127,872	131,197	131,982	132,414	132,805	134,123	137,445	144,321	153,967	155,581	134,984
53	General merchandise group stores . . . . .	46,642	48,305	50,138	50,978	51,619	51,585	51,559	53,257	57,486	62,782	64,125	51,098
531	Dept. stores, (excl. leased depts.) . . . . .	36,692	38,156	39,456	40,272	40,764	40,676	40,811	42,167	45,548	49,605	50,653	40,365
54	Food group stores . . . . .	26,229	25,785	26,210	25,922	25,836	26,110	26,059	25,866	26,432	27,415	27,916	27,388
56	Apparel & accessory stores . . . . .	20,243	21,336	22,169	22,562	22,293	22,193	23,323	24,294	25,363	27,060	27,087	22,015
	<b>Adjusted<sup>1</sup></b>												
	Retail inventories, total . . . . .	266,600	268,027	269,053	270,682	274,784	278,979	277,595	282,903	286,591	286,993	288,450	290,128
	Total (excl. automotive group) . . . . .	197,606	198,896	199,548	200,666	203,266	206,160	205,449	207,056	208,682	209,919	210,640	211,253
	Durable goods, total . . . . .	134,293	134,929	135,179	136,296	138,587	140,977	140,705	145,122	147,538	147,578	148,729	149,840
52	Building materials group stores . . . . .	18,751	19,000	19,056	19,256	19,509	19,599	19,687	19,989	19,870	20,023	20,251	20,312
55 ex 554	Automotive dealers . . . . .	68,994	69,131	69,505	70,016	71,518	72,819	72,146	75,847	77,909	77,074	77,810	78,875
57	Furniture group stores . . . . .	20,189	20,229	19,735	20,335	20,714	20,961	20,916	21,284	21,696	22,354	22,464	22,231
	Nondurable goods, total . . . . .	132,307	133,098	133,874	134,386	136,197	138,002	136,890	137,781	139,053	139,415	139,721	140,288
53	General merchandise group stores . . . . .	50,615	51,325	51,521	52,044	53,340	54,351	53,327	53,741	54,312	54,371	54,687	55,095
531	Dept. stores, (excl. leased depts.) . . . . .	39,753	40,377	40,509	41,052	42,068	42,952	42,247	42,550	43,092	43,060	43,182	43,591
54	Food group stores . . . . .	26,126	26,095	26,341	26,143	26,164	26,406	26,498	26,532	26,679	26,660	26,700	26,735
56	Apparel & accessory stores . . . . .	22,669	22,578	22,668	22,906	23,078	23,361	23,230	23,405	23,726	23,947	23,928	24,113
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	Retail trade, total . . . . .	1.68	1.69	1.46	1.49	1.47	1.45	1.46	1.43	1.55	1.61	1.61	1.23
	Total (excl. automotive group) . . . . .	1.58	1.62	1.43	1.46	1.41	1.41	1.43	1.41	1.53	1.59	1.53	1.07
	Durable goods, total . . . . .	2.31	2.25	1.87	1.89	1.87	1.81	1.86	1.79	1.92	2.03	2.12	1.80
52	Building materials group stores . . . . .	2.54	2.69	2.07	1.86	1.71	1.72	1.82	1.72	1.74	1.82	1.93	2.02
55 ex 554	Automotive dealers . . . . .	2.01	1.90	1.55	1.59	1.64	1.56	1.56	1.51	1.62	1.69	1.89	2.02
57	Furniture group stores . . . . .	2.41	2.40	2.09	2.24	2.21	2.13	2.11	2.08	2.27	2.43	2.22	1.49
	Nondurable goods, total . . . . .	1.30	1.34	1.19	1.22	1.19	1.19	1.20	1.19	1.31	1.34	1.30	.91
53	General merchandise group stores . . . . .	2.75	2.75	2.33	2.40	2.32	2.30	2.39	2.29	2.63	2.63	2.25	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	2.88	2.87	2.38	2.47	2.40	2.37	2.46	2.34	2.70	2.69	2.27	1.21
54	Food group stores . . . . .	.83	.87	.79	.80	.77	.77	.76	.76	.80	.83	.84	.74
56	Apparel & accessory stores . . . . .	3.20	3.20	2.52	2.61	2.60	2.59	2.77	2.50	2.86	2.91	2.58	1.41
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	Retail trade, total . . . . .	1.50	1.48	1.46	1.48	1.50	1.51	1.50	1.51	1.52	1.51	1.51	1.52
	Total (excl. automotive group) . . . . .	1.44	1.43	1.42	1.43	1.45	1.45	1.44	1.44	1.45	1.45	1.45	1.45
	Durable goods, total . . . . .	1.96	1.93	1.88	1.89	1.95	1.96	1.96	1.97	1.99	1.94	1.96	1.97
52	Building materials group stores . . . . .	1.95	2.02	1.91	1.91	1.94	1.93	1.94	1.91	1.89	1.90	1.92	1.94
55 ex 554	Automotive dealers . . . . .	1.67	1.64	1.61	1.62	1.70	1.71	1.72	1.75	1.79	1.70	1.72	1.74
57	Furniture group stores . . . . .	2.27	2.17	2.08	2.13	2.15	2.13	2.12	2.12	2.14	2.17	2.16	2.12
	Nondurable goods, total . . . . .	1.21	1.20	1.19	1.21	1.22	1.23	1.21	1.21	1.22	1.22	1.22	1.22
53	General merchandise group stores . . . . .	2.23	2.23	2.20	2.25	2.31	2.32	2.27	2.26	2.28	2.26	2.26	2.28
531	Dept. stores, (excl. leased depts.) . . . . .	2.28	2.28	2.24	2.32	2.37	2.37	2.33	2.32	2.35	2.31	2.31	2.33
54	Food group stores . . . . .	.80	.79	.80	.80	.79	.80	.80	.79	.79	.79	.79	.79
56	Apparel & accessory stores . . . . .	2.56	2.50	2.50	2.54	2.57	2.58	2.53	2.54	2.62	2.57	2.56	2.60

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*.)

Note: U.S. and group totals include kinds of business not shown.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1993											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail inventories, total</b> . . . . .	246,341	251,403	259,196	260,206	258,315	255,917	253,889	253,921	262,624	278,958	286,457	263,297
	Total (excl. automotive group) . . . . .	180,833	183,311	188,949	190,358	189,237	187,687	190,835	193,241	201,195	213,828	217,229	191,581
	<b>Durable goods, total</b> . . . . .	122,392	125,587	129,258	129,423	129,274	128,204	123,493	121,287	124,293	131,983	137,523	134,506
52	Building materials group stores . . . . .	17,008	17,695	18,344	18,345	18,546	18,176	17,854	17,556	17,484	17,873	17,866	17,787
55 ex 554	Automotive dealers . . . . .	65,508	68,092	70,247	69,848	69,078	68,230	63,054	60,680	61,429	65,130	69,228	71,716
57	Furniture group stores . . . . .	17,419	16,897	17,443	17,554	17,590	17,942	18,185	18,567	19,606	20,941	21,941	20,127
	<b>Nondurable goods, total</b> . . . . .	123,949	125,816	129,938	130,783	129,041	127,713	130,396	132,634	138,331	146,975	148,934	128,791
53	General merchandise group stores . . . . .	45,760	47,193	50,055	50,800	50,013	48,747	49,803	51,284	54,895	60,013	61,379	48,371
531	Dept. stores, (excl. leased depts.) . . . . .	35,930	37,201	39,392	39,772	39,427	38,326	39,153	40,359	43,103	46,898	48,018	37,983
54	Food group stores . . . . .	25,828	25,517	25,843	25,924	25,676	25,688	25,433	25,205	25,686	26,686	27,102	26,624
56	Apparel & accessory stores . . . . .	20,218	21,299	22,079	22,284	21,898	21,676	23,094	23,785	24,632	25,744	25,789	20,849
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail inventories, total</b> . . . . .	254,040	256,313	259,665	260,223	260,025	260,643	260,425	259,874	261,516	263,138	265,831	267,497
	Total (excl. automotive group) . . . . .	189,465	190,358	192,324	192,787	193,078	193,405	194,329	193,958	195,324	195,962	197,351	198,273
	<b>Durable goods, total</b> . . . . .	123,714	125,402	127,293	127,412	127,420	128,002	127,447	126,916	128,069	129,795	131,801	133,624
52	Building materials group stores . . . . .	17,534	17,677	17,707	17,639	17,713	17,767	17,836	17,769	17,914	18,201	18,343	18,451
55 ex 554	Automotive dealers . . . . .	64,575	65,955	67,341	67,436	66,947	67,238	66,096	65,916	66,192	67,176	68,480	69,224
57	Furniture group stores . . . . .	17,866	17,712	17,927	18,004	18,134	18,554	18,943	18,965	19,109	19,089	19,520	19,928
	<b>Nondurable goods, total</b> . . . . .	130,326	130,911	132,372	132,811	132,605	132,641	132,978	132,958	133,447	133,343	134,030	133,873
53	General merchandise group stores . . . . .	49,640	50,156	51,271	51,648	51,704	51,415	51,435	51,747	51,897	52,003	52,500	52,265
531	Dept. stores, (excl. leased depts.) . . . . .	38,885	39,366	40,278	40,337	40,688	40,514	40,489	40,767	40,856	40,745	41,041	41,107
54	Food group stores . . . . .	25,748	25,844	25,969	26,140	25,919	25,928	25,836	25,858	25,971	25,976	25,949	26,034
56	Apparel & accessory stores . . . . .	22,615	22,467	22,599	22,578	22,622	22,793	23,002	22,870	23,042	22,884	22,883	22,811
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.67	1.74	1.58	1.53	1.47	1.46	1.43	1.44	1.54	1.59	1.59	1.21
	Total (excl. automotive group) . . . . .	1.55	1.63	1.50	1.47	1.40	1.41	1.41	1.42	1.53	1.56	1.52	1.06
	<b>Durable goods, total</b> . . . . .	2.33	2.41	2.11	2.00	1.93	1.85	1.80	1.80	1.91	2.02	2.09	1.76
52	Building materials group stores . . . . .	2.58	2.68	2.24	1.93	1.75	1.75	1.79	1.79	1.81	1.84	1.94	1.93
55 ex 554	Automotive dealers . . . . .	2.11	2.15	1.85	1.76	1.73	1.64	1.52	1.51	1.59	1.68	1.85	1.91
57	Furniture group stores . . . . .	2.22	2.32	2.15	2.21	2.15	2.12	2.09	2.14	2.28	2.38	2.22	1.56
	<b>Nondurable goods, total</b> . . . . .	1.30	1.37	1.27	1.25	1.19	1.21	1.20	1.22	1.32	1.33	1.30	.91
53	General merchandise group stores . . . . .	2.85	2.90	2.64	2.53	2.33	2.39	2.43	2.37	2.68	2.67	2.31	1.22
531	Dept. stores, (excl. leased depts.) . . . . .	3.03	3.10	2.77	2.63	2.45	2.50	2.55	2.44	2.78	2.74	2.35	1.23
54	Food group stores . . . . .	.84	.88	.83	.82	.78	.80	.75	.78	.81	.83	.85	.75
56	Apparel & accessory stores . . . . .	3.05	3.30	2.83	2.54	2.50	2.62	2.73	2.57	2.82	2.84	2.55	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.50	1.52	1.56	1.53	1.52	1.52	1.50	1.50	1.50	1.49	1.49	1.49
	Total (excl. automotive group) . . . . .	1.43	1.44	1.47	1.45	1.44	1.44	1.44	1.44	1.44	1.43	1.44	1.44
	<b>Durable goods, total</b> . . . . .	1.98	2.06	2.11	2.03	2.00	2.00	1.95	1.93	1.96	1.94	1.93	1.92
52	Building materials group stores . . . . .	2.00	2.01	2.05	2.00	1.95	1.97	1.98	1.95	1.95	1.93	1.94	1.86
55 ex 554	Automotive dealers . . . . .	1.78	1.86	1.91	1.83	1.78	1.79	1.71	1.70	1.73	1.70	1.67	1.66
57	Furniture group stores . . . . .	2.09	2.12	2.14	2.11	2.11	2.13	2.14	2.14	2.14	2.13	2.16	2.19
	<b>Nondurable goods, total</b> . . . . .	1.22	1.22	1.25	1.24	1.23	1.23	1.23	1.23	1.23	1.22	1.22	1.22
53	General merchandise group stores . . . . .	2.31	2.33	2.43	2.38	2.37	2.35	2.32	2.33	2.32	2.30	2.32	2.32
531	Dept. stores, (excl. leased depts.) . . . . .	2.39	2.43	2.56	2.47	2.47	2.45	2.42	2.42	2.40	2.36	2.39	2.38
54	Food group stores . . . . .	.81	.81	.82	.82	.81	.81	.80	.81	.81	.80	.80	.80
56	Apparel & accessory stores . . . . .	2.46	2.55	2.70	2.53	2.53	2.56	2.57	2.56	2.56	2.53	2.53	2.55

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*.)

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1992											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	Retail inventories, total . . . . .	233,647	236,751	241,971	246,082	243,613	242,094	243,573	242,504	248,930	262,811	268,234	248,198
	Total (excl. automotive group) . . . . .	173,209	174,989	179,172	181,981	179,897	179,107	182,939	184,276	190,952	202,408	204,696	181,697
	Durable goods, total . . . . .	115,474	117,031	119,905	122,324	122,054	120,925	118,755	116,394	117,293	122,812	126,621	124,046
52	Building materials group stores . . . . .	16,165	17,019	17,617	18,166	18,119	17,622	17,456	17,182	17,062	17,211	16,882	16,596
55 ex 554	Automotive dealers . . . . .	60,438	61,762	62,799	64,101	63,716	62,987	60,634	58,228	57,978	60,403	63,538	66,501
57	Furniture group stores . . . . .	17,026	16,586	17,275	17,305	17,290	17,090	17,027	17,147	17,762	18,971	19,611	18,077
	Nondurable goods, total . . . . .	118,173	119,720	122,066	123,758	121,559	121,169	124,818	126,110	131,637	139,999	141,613	124,152
53	General merchandise group stores . . . . .	42,159	42,684	44,670	45,935	44,450	44,271	46,073	46,925	50,662	55,450	56,201	44,938
531	Dept. stores, (excl. leased depts.) . . . . .	33,343	33,848	35,506	36,379	35,220	34,884	36,275	36,986	39,611	43,330	43,942	35,104
54	Food group stores . . . . .	25,460	25,149	25,124	25,323	25,398	25,288	25,194	24,748	25,250	26,399	26,855	26,275
56	Apparel & accessory stores . . . . .	18,189	19,538	20,078	20,512	20,163	19,848	21,374	22,344	22,790	24,074	24,462	20,336
	<b>Adjusted<sup>1</sup></b>												
	Retail inventories, total . . . . .	240,935	241,498	242,339	246,045	245,150	246,222	248,780	248,163	248,158	248,651	249,717	251,994
	Total (excl. automotive group) . . . . .	181,305	181,444	181,891	183,730	183,107	184,021	185,850	185,073	185,991	186,659	187,139	187,978
	Durable goods, total . . . . .	116,811	117,146	118,309	120,907	120,476	120,638	121,686	121,691	120,726	120,897	121,553	122,948
52	Building materials group stores . . . . .	16,699	16,968	16,972	17,484	17,273	17,125	17,421	17,391	17,482	17,616	17,422	17,252
55 ex 554	Automotive dealers . . . . .	59,630	60,054	60,448	62,315	62,043	62,201	62,930	63,090	62,167	61,992	62,578	64,016
57	Furniture group stores . . . . .	17,463	17,368	17,628	17,676	17,715	17,564	17,554	17,515	17,414	17,533	17,748	17,880
	Nondurable goods, total . . . . .	124,124	124,352	124,030	125,138	124,674	125,584	127,094	126,472	127,432	127,754	128,164	129,046
53	General merchandise group stores . . . . .	45,762	45,360	45,540	46,360	45,982	46,704	47,492	47,344	48,015	48,163	48,347	48,671
531	Dept. stores, (excl. leased depts.) . . . . .	36,085	35,818	36,083	36,599	36,347	36,875	37,474	37,435	37,725	37,777	37,751	38,074
54	Food group stores . . . . .	25,458	25,498	25,271	25,476	25,511	25,453	25,570	25,396	25,578	25,751	25,752	25,764
56	Apparel & accessory stores . . . . .	20,368	20,545	20,572	20,782	20,787	20,783	21,204	21,423	21,319	21,591	21,861	22,225
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	Retail trade, total . . . . .	1.65	1.66	1.57	1.56	1.48	1.48	1.48	1.47	1.56	1.56	1.61	1.22
	Total (excl. automotive group) . . . . .	1.54	1.56	1.50	1.48	1.39	1.42	1.43	1.41	1.53	1.53	1.52	1.06
	Durable goods, total . . . . .	2.36	2.31	2.13	2.09	2.02	1.93	1.92	1.96	1.98	2.02	2.24	1.82
52	Building materials group stores . . . . .	2.57	2.63	2.28	2.05	1.85	1.82	1.88	1.95	1.91	1.90	2.16	2.04
55 ex 554	Automotive dealers . . . . .	2.09	2.03	1.84	1.82	1.79	1.68	1.64	1.69	1.66	1.69	2.02	2.08
57	Furniture group stores . . . . .	2.34	2.31	2.29	2.35	2.28	2.19	2.13	2.16	2.28	2.33	2.25	1.55
	Nondurable goods, total . . . . .	1.28	1.31	1.25	1.24	1.16	1.20	1.21	1.19	1.31	1.30	1.29	.92
53	General merchandise group stores . . . . .	2.83	2.69	2.51	2.46	2.23	2.37	2.50	2.30	2.72	2.66	2.25	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	3.08	2.86	2.62	2.57	2.34	2.48	2.63	2.38	2.82	2.75	2.30	1.22
54	Food group stores . . . . .	.84	.86	.83	.82	.79	.81	.77	.77	.82	.83	.87	.77
56	Apparel & accessory stores . . . . .	3.00	3.03	2.68	2.45	2.42	2.47	2.66	2.39	2.69	2.66	2.51	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	Retail trade, total . . . . .	1.52	1.51	1.53	1.55	1.53	1.53	1.54	1.53	1.52	1.50	1.50	1.50
	Total (excl. automotive group) . . . . .	1.44	1.43	1.44	1.45	1.44	1.45	1.46	1.44	1.44	1.43	1.43	1.42
	Durable goods, total . . . . .	2.07	2.04	2.08	2.13	2.10	2.08	2.08	2.09	2.03	1.99	2.01	2.00
52	Building materials group stores . . . . .	2.06	2.01	2.04	2.12	2.07	2.08	2.08	2.09	2.06	2.05	2.06	1.97
55 ex 554	Automotive dealers . . . . .	1.83	1.81	1.85	1.91	1.87	1.85	1.86	1.88	1.81	1.74	1.77	1.80
57	Furniture group stores . . . . .	2.23	2.20	2.24	2.26	2.25	2.20	2.18	2.17	2.15	2.14	2.16	2.12
	Nondurable goods, total . . . . .	1.21	1.21	1.22	1.22	1.21	1.22	1.23	1.21	1.22	1.21	1.21	1.21
53	General merchandise group stores . . . . .	2.28	2.24	2.29	2.32	2.28	2.32	2.35	2.30	2.31	2.30	2.30	2.31
531	Dept. stores, (excl. leased depts.) . . . . .	2.42	2.33	2.40	2.42	2.38	2.42	2.45	2.41	2.41	2.39	2.37	2.38
54	Food group stores . . . . .	.82	.82	.82	.82	.82	.82	.82	.81	.82	.81	.81	.81
56	Apparel & accessory stores . . . . .	2.47	2.46	2.46	2.49	2.46	2.41	2.44	2.44	2.42	2.44	2.46	2.48

<sup>1</sup>Inventories data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business:**  
**January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1991											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	235,187	235,783	235,151	235,681	234,706	231,666	231,599	232,756	240,556	254,608	258,609	239,478
	Total (excl. automotive group) . . . . .	170,218	171,644	173,788	175,090	174,116	172,729	174,666	177,779	184,166	194,666	196,683	176,344
	<b>Durable goods, total</b> . . . . .	121,234	120,328	117,815	117,829	117,974	115,812	113,629	112,168	115,497	120,924	123,344	119,977
52	Building materials group stores . . . . .	16,414	16,706	17,246	16,976	17,119	16,906	16,439	16,355	16,202	16,055	16,114	16,099
55 ex 554	Automotive dealers . . . . .	64,969	64,139	61,363	60,591	60,590	58,937	56,933	54,977	56,390	59,942	61,926	63,134
57	Furniture group stores . . . . .	17,235	17,029	17,061	17,561	17,492	17,369	17,275	17,337	18,173	19,298	19,416	17,737
	<b>Non-durable goods, total</b> . . . . .	113,953	115,455	117,336	117,852	116,732	115,854	117,970	120,588	125,059	133,684	135,265	119,501
53	General merchandise group stores . . . . .	39,316	40,788	42,155	42,544	41,626	41,164	42,457	43,668	46,558	51,330	51,898	42,168
531	Dept. stores, (excl. leased depts.) . . . . .	31,051	31,954	33,225	33,641	32,808	32,246	33,166	34,058	36,424	40,422	41,028	33,257
54	Food group stores . . . . .	25,331	24,877	25,205	25,071	25,320	25,344	25,077	24,885	25,091	26,154	26,702	26,045
56	Apparel & accessory stores . . . . .	17,648	18,833	19,267	19,502	19,218	19,035	19,684	20,644	21,409	22,205	22,372	18,500
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	242,285	240,285	235,611	235,736	236,196	235,428	236,210	237,830	239,829	241,262	241,176	243,275
	Total (excl. automotive group) . . . . .	178,246	177,917	176,372	176,665	177,070	177,263	177,404	178,291	179,448	179,875	180,241	182,501
	<b>Durable goods, total</b> . . . . .	122,497	120,428	116,417	116,690	116,629	115,544	116,165	117,044	118,631	118,984	118,425	119,039
52	Building materials group stores . . . . .	16,957	16,673	16,599	16,339	16,351	16,414	16,406	16,537	16,566	16,467	16,647	16,735
55 ex 554	Automotive dealers . . . . .	64,039	62,368	59,239	59,071	59,126	58,165	58,806	59,539	60,381	61,387	60,935	60,774
57	Furniture group stores . . . . .	17,695	17,776	17,391	17,901	17,867	17,833	17,809	17,655	17,834	17,852	17,667	17,614
	<b>Non-durable goods, total</b> . . . . .	119,788	119,857	119,194	119,046	119,567	119,884	120,045	120,786	121,198	122,278	122,751	124,236
53	General merchandise group stores . . . . .	42,806	43,251	42,928	42,845	43,082	43,399	43,714	43,977	44,157	44,643	44,677	45,775
531	Dept. stores, (excl. leased depts.) . . . . .	33,714	33,742	33,731	33,742	33,858	34,051	34,262	34,472	34,756	35,272	35,217	36,110
54	Food group stores . . . . .	25,356	25,221	25,374	25,244	25,406	25,494	25,430	25,486	25,399	25,472	25,613	25,606
56	Apparel & accessory stores . . . . .	19,763	19,783	19,721	19,759	19,751	19,911	19,528	19,755	20,046	19,915	20,047	20,263
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.76	1.80	1.54	1.56	1.44	1.48	1.47	1.43	1.61	1.64	1.63	1.30
	Total (excl. automotive group) . . . . .	1.57	1.65	1.45	1.48	1.36	1.40	1.41	1.37	1.56	1.58	1.51	1.12
	<b>Durable goods, total</b> . . . . .	2.72	2.62	2.20	2.12	1.99	2.03	1.97	1.97	2.15	2.22	2.36	2.03
52	Building materials group stores . . . . .	2.90	2.94	2.53	2.01	1.88	1.97	1.90	1.94	2.06	1.97	2.23	2.33
55 ex 554	Automotive dealers . . . . .	2.53	2.36	1.91	1.83	1.73	1.75	1.67	1.67	1.79	1.91	2.18	2.29
57	Furniture group stores . . . . .	2.56	2.59	2.33	2.42	2.29	2.32	2.24	2.22	2.49	2.54	2.39	1.75
	<b>Non-durable goods, total</b> . . . . .	1.28	1.35	1.19	1.23	1.13	1.16	1.18	1.14	1.31	1.33	1.27	.95
53	General merchandise group stores . . . . .	3.01	3.04	2.43	2.52	2.21	2.31	2.49	2.26	2.75	2.74	2.23	1.24
531	Dept. stores, (excl. leased depts.) . . . . .	3.18	3.12	2.48	2.58	2.31	2.41	2.59	2.29	2.83	2.84	2.29	1.27
54	Food group stores . . . . .	.85	.89	.79	.84	.77	.79	.78	.76	.84	.85	.85	.80
56	Apparel & accessory stores . . . . .	3.09	3.20	2.39	2.54	2.36	2.49	2.63	2.26	2.79	2.79	2.45	1.43
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.61	1.57	1.52	1.53	1.52	1.51	1.51	1.53	1.54	1.56	1.56	1.57
	Total (excl. automotive group) . . . . .	1.47	1.45	1.43	1.43	1.42	1.43	1.42	1.43	1.45	1.46	1.46	1.48
	<b>Durable goods, total</b> . . . . .	2.39	2.24	2.14	2.16	2.14	2.11	2.13	2.17	2.15	2.19	2.18	2.17
52	Building materials group stores . . . . .	2.36	2.20	2.22	2.12	2.15	2.13	2.12	2.16	2.15	2.16	2.18	2.18
55 ex 554	Automotive dealers . . . . .	2.21	2.04	1.91	1.91	1.89	1.85	1.87	1.93	1.88	1.96	1.95	1.92
57	Furniture group stores . . . . .	2.43	2.36	2.28	2.33	2.30	2.31	2.29	2.27	2.31	2.34	2.34	2.31
	<b>Non-durable goods, total</b> . . . . .	1.21	1.21	1.19	1.19	1.18	1.19	1.18	1.19	1.20	1.22	1.22	1.24
53	General merchandise group stores . . . . .	2.38	2.38	2.30	2.27	2.26	2.31	2.29	2.30	2.32	2.34	2.31	2.38
531	Dept. stores, (excl. leased depts.) . . . . .	2.45	2.40	2.37	2.33	2.35	2.39	2.36	2.36	2.40	2.43	2.39	2.46
54	Food group stores . . . . .	.81	.82	.81	.81	.80	.81	.81	.82	.81	.82	.82	.82
56	Apparel & accessory stores . . . . .	2.56	2.44	2.43	2.38	2.39	2.45	2.38	2.39	2.46	2.50	2.49	2.52

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*).

Note: U.S. and group totals include kinds of business not shown.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1990											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	Retail inventories, total . . . . .	228,052	230,622	235,756	236,364	236,871	235,117	235,414	237,584	242,303	255,422	258,940	236,152
	Total (excl. automotive group) . . . . .	165,723	168,028	172,628	174,567	174,389	172,525	174,194	177,061	181,830	191,559	193,182	170,635
	Durable goods, total . . . . .	117,493	118,567	120,681	120,088	121,372	121,174	119,142	118,876	120,185	125,622	127,923	122,141
52	Building materials group stores . . . . .	16,600	17,082	17,855	18,093	18,243	17,999	17,228	17,009	16,867	16,532	16,419	16,368
55 ex 554	Automotive dealers . . . . .	62,329	62,594	63,128	61,797	62,482	62,592	61,220	60,523	60,473	63,863	65,758	65,517
57	Furniture group stores . . . . .	17,149	17,090	17,402	17,443	17,508	17,385	17,317	17,685	18,341	19,281	19,303	17,477
	Nondurable goods, total . . . . .	110,559	112,055	115,075	116,276	115,499	113,943	116,272	118,708	122,118	129,800	131,017	114,011
53	General merchandise group stores . . . . .	39,376	40,777	42,273	42,486	41,241	40,295	41,400	42,540	44,877	49,105	49,684	38,969
531	Dept. stores, (excl. leased depts.) . . . . .	30,947	32,178	33,352	33,633	32,497	31,650	32,485	33,195	34,839	38,476	39,316	30,716
54	Food group stores . . . . .	23,586	23,331	23,603	23,714	24,146	24,203	24,133	24,192	24,443	25,272	25,742	25,402
56	Apparel & accessory stores . . . . .	17,541	18,371	19,205	19,680	19,544	19,196	20,369	21,122	21,224	22,313	22,023	17,957
	<b>Adjusted<sup>1</sup></b>												
	Retail inventories, total . . . . .	235,210	234,814	235,870	236,327	238,129	238,408	239,895	242,918	242,003	242,800	242,149	239,773
	Total (excl. automotive group) . . . . .	173,885	174,128	175,051	175,973	177,134	176,753	176,878	177,198	177,106	177,343	177,500	176,720
	Durable goods, total . . . . .	118,552	118,483	119,112	118,965	119,910	120,675	121,634	124,281	123,714	123,910	122,994	121,105
52	Building materials group stores . . . . .	17,149	17,065	17,201	17,431	17,457	17,458	17,194	17,163	17,211	16,991	16,979	17,015
55 ex 554	Automotive dealers . . . . .	61,325	60,686	60,819	60,354	60,995	61,655	63,017	65,720	64,897	65,457	64,649	63,053
57	Furniture group stores . . . . .	17,607	17,784	17,721	17,745	17,847	17,794	17,834	17,973	17,999	17,853	17,693	17,407
	Nondurable goods, total . . . . .	116,658	116,331	116,758	117,362	118,219	117,733	118,261	118,637	118,289	118,890	119,155	118,668
53	General merchandise group stores . . . . .	43,041	43,150	42,941	42,651	42,658	42,448	42,608	42,726	42,593	42,774	42,880	42,423
531	Dept. stores, (excl. leased depts.) . . . . .	33,748	33,943	33,791	33,599	33,502	33,386	33,594	33,564	33,307	33,603	33,777	33,423
54	Food group stores . . . . .	23,657	23,655	23,732	23,913	24,241	24,294	24,423	24,713	24,708	24,622	24,694	25,039
56	Apparel & accessory stores . . . . .	19,643	19,297	19,637	19,939	20,045	20,038	20,248	20,212	19,854	20,030	19,787	19,690
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	Retail trade, total . . . . .	1.68	1.77	1.55	1.59	1.50	1.49	1.54	1.47	1.62	1.65	1.63	1.29
	Total (excl. automotive group) . . . . .	1.58	1.65	1.47	1.51	1.42	1.41	1.46	1.40	1.54	1.56	1.49	1.09
	Durable goods, total . . . . .	2.31	2.45	2.12	2.15	2.01	2.02	2.08	2.01	2.24	2.28	2.40	2.12
52	Building materials group stores . . . . .	2.66	2.81	2.35	2.21	1.95	1.94	1.96	1.93	2.13	2.00	2.17	2.49
55 ex 554	Automotive dealers . . . . .	2.02	2.18	1.83	1.84	1.74	1.76	1.79	1.73	1.93	2.00	2.25	2.46
57	Furniture group stores . . . . .	2.37	2.53	2.29	2.43	2.29	2.30	2.36	2.33	2.53	2.54	2.40	1.79
	Nondurable goods, total . . . . .	1.30	1.37	1.21	1.25	1.18	1.16	1.21	1.16	1.27	1.30	1.24	.91
53	General merchandise group stores . . . . .	3.13	3.14	2.56	2.61	2.37	2.34	2.62	2.37	2.76	2.82	2.24	1.19
531	Dept. stores, (excl. leased depts.) . . . . .	3.27	3.26	2.58	2.65	2.44	2.39	2.68	2.38	2.78	2.88	2.31	1.21
54	Food group stores . . . . .	.83	.86	.76	.80	.77	.76	.77	.75	.80	.83	.83	.76
56	Apparel & accessory stores . . . . .	3.00	3.21	2.50	2.54	2.48	2.47	2.82	2.44	2.76	2.85	2.47	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	Retail trade, total . . . . .	1.53	1.54	1.54	1.55	1.57	1.55	1.56	1.57	1.56	1.56	1.55	1.57
	Total (excl. automotive group) . . . . .	1.46	1.45	1.45	1.46	1.48	1.46	1.46	1.45	1.44	1.44	1.43	1.45
	Durable goods, total . . . . .	2.03	2.09	2.11	2.13	2.16	2.18	2.17	2.23	2.23	2.24	2.23	2.27
52	Building materials group stores . . . . .	2.16	2.10	2.13	2.23	2.25	2.16	2.15	2.15	2.19	2.19	2.16	2.28
55 ex 554	Automotive dealers . . . . .	1.76	1.87	1.88	1.87	1.90	1.93	1.93	2.03	2.02	2.05	2.02	2.05
57	Furniture group stores . . . . .	2.25	2.28	2.28	2.30	2.30	2.33	2.36	2.39	2.36	2.34	2.36	2.36
	Nondurable goods, total . . . . .	1.22	1.21	1.21	1.22	1.23	1.20	1.21	1.20	1.18	1.19	1.18	1.19
53	General merchandise group stores . . . . .	2.43	2.42	2.39	2.41	2.42	2.35	2.37	2.37	2.36	2.37	2.36	2.34
531	Dept. stores, (excl. leased depts.) . . . . .	2.47	2.48	2.42	2.46	2.47	2.39	2.42	2.42	2.41	2.43	2.43	2.40
54	Food group stores . . . . .	.79	.78	.78	.78	.80	.79	.79	.80	.79	.79	.79	.81
56	Apparel & accessory stores . . . . .	2.49	2.44	2.43	2.52	2.52	2.46	2.50	2.50	2.50	2.52	2.49	2.50

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*).

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1989											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>214,797</b>	<b>221,238</b>	<b>226,648</b>	<b>229,321</b>	<b>230,974</b>	<b>231,222</b>	<b>230,364</b>	<b>230,421</b>	<b>235,362</b>	<b>247,377</b>	<b>252,876</b>	<b>233,143</b>
	Total (excl. automotive group) . . . . .	153,039	156,997	161,373	163,050	164,074	164,056	166,233	170,282	175,761	185,726	188,298	166,707
	<b>Durable goods, total</b> . . . . .	<b>113,765</b>	<b>116,834</b>	<b>118,985</b>	<b>120,215</b>	<b>121,574</b>	<b>122,066</b>	<b>119,317</b>	<b>116,543</b>	<b>117,241</b>	<b>121,920</b>	<b>125,801</b>	<b>122,220</b>
52	Building materials group stores . . . . .	15,654	16,437	17,085	17,062	17,336	17,197	16,784	16,652	16,604	16,658	16,583	16,437
55 ex 554	Automotive dealers . . . . .	61,758	64,241	65,275	66,271	66,900	67,166	64,131	60,139	59,601	61,651	64,578	66,436
57	Furniture group stores . . . . .	16,059	16,000	16,325	16,244	16,352	16,521	16,552	16,927	17,422	18,732	18,956	17,297
	<b>Nondurable goods, total</b> . . . . .	<b>101,032</b>	<b>104,404</b>	<b>107,663</b>	<b>109,106</b>	<b>109,400</b>	<b>109,156</b>	<b>111,047</b>	<b>113,878</b>	<b>118,121</b>	<b>125,457</b>	<b>127,075</b>	<b>110,923</b>
53	General merchandise group stores . . . . .	35,253	37,415	39,315	40,162	39,814	39,422	40,541	41,876	44,481	48,637	49,564	39,487
531	Dept. stores, (excl. leased depts.) . . . . .	26,961	28,714	30,264	31,128	30,928	30,597	31,294	32,239	34,368	37,788	39,052	30,916
54	Food group stores . . . . .	21,635	21,607	21,891	22,036	22,368	22,528	22,491	22,418	22,816	24,059	24,638	23,821
56	Apparel & accessory stores . . . . .	16,367	17,806	18,455	18,628	18,657	18,473	19,372	20,228	20,801	21,669	21,764	17,713
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>221,466</b>	<b>224,632</b>	<b>226,063</b>	<b>228,626</b>	<b>231,837</b>	<b>233,856</b>	<b>234,443</b>	<b>235,845</b>	<b>235,092</b>	<b>235,439</b>	<b>237,062</b>	<b>237,234</b>
	Total (excl. automotive group) . . . . .	160,825	162,641	163,516	164,131	166,524	167,893	168,779	170,132	170,933	172,087	173,349	173,162
	<b>Durable goods, total</b> . . . . .	<b>114,612</b>	<b>116,221</b>	<b>116,841</b>	<b>118,603</b>	<b>119,961</b>	<b>121,226</b>	<b>121,481</b>	<b>122,215</b>	<b>120,914</b>	<b>120,581</b>	<b>121,400</b>	<b>121,347</b>
52	Building materials group stores . . . . .	16,188	16,437	16,475	16,406	16,621	16,680	16,717	16,753	16,908	17,120	17,149	17,122
55 ex 554	Automotive dealers . . . . .	60,641	61,991	62,547	64,495	65,313	65,963	65,664	65,713	64,159	63,352	63,713	64,072
57	Furniture group stores . . . . .	16,488	16,598	16,607	16,491	16,635	16,858	17,029	17,150	17,097	17,409	17,503	17,280
	<b>Nondurable goods, total</b> . . . . .	<b>106,854</b>	<b>108,411</b>	<b>109,222</b>	<b>110,023</b>	<b>111,876</b>	<b>112,630</b>	<b>112,962</b>	<b>113,630</b>	<b>114,178</b>	<b>114,858</b>	<b>115,662</b>	<b>115,887</b>
53	General merchandise group stores . . . . .	38,725	39,575	39,937	40,220	41,081	41,438	41,698	41,958	42,195	42,424	42,902	43,107
531	Dept. stores, (excl. leased depts.) . . . . .	29,563	30,289	30,663	30,973	31,786	32,207	32,395	32,565	32,857	33,031	33,608	33,678
54	Food group stores . . . . .	21,724	21,909	22,001	22,231	22,490	22,610	22,739	22,861	23,023	23,429	23,662	23,543
56	Apparel & accessory stores . . . . .	18,308	18,704	18,832	18,854	19,096	19,263	19,314	19,375	19,458	19,452	19,590	19,422
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.72</b>	<b>1.82</b>	<b>1.59</b>	<b>1.62</b>	<b>1.52</b>	<b>1.53</b>	<b>1.57</b>	<b>1.48</b>	<b>1.61</b>	<b>1.71</b>	<b>1.67</b>	<b>1.30</b>
	Total (excl. automotive group) . . . . .	1.57	1.68	1.48	1.51	1.41	1.42	1.47	1.44	1.56	1.62	1.54	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.46</b>	<b>2.57</b>	<b>2.19</b>	<b>2.22</b>	<b>2.04</b>	<b>2.06</b>	<b>2.13</b>	<b>1.91</b>	<b>2.09</b>	<b>2.30</b>	<b>2.36</b>	<b>2.08</b>
52	Building materials group stores . . . . .	2.62	2.95	2.48	2.13	1.88	1.93	2.01	1.90	2.07	2.04	2.19	2.37
55 ex 554	Automotive dealers . . . . .	2.23	2.32	1.92	2.00	1.85	1.87	1.90	1.62	1.76	2.02	2.21	2.43
57	Furniture group stores . . . . .	2.30	2.46	2.26	2.31	2.19	2.17	2.26	2.16	2.34	2.49	2.27	1.73
	<b>Nondurable goods, total</b> . . . . .	<b>1.28</b>	<b>1.38</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.19</b>	<b>1.22</b>	<b>1.20</b>	<b>1.31</b>	<b>1.36</b>	<b>1.29</b>	<b>.92</b>
53	General merchandise group stores . . . . .	3.00	3.19	2.55	2.59	2.41	2.43	2.68	2.48	2.80	2.88	2.30	1.20
531	Dept. stores, (excl. leased depts.) . . . . .	2.99	3.18	2.51	2.54	2.42	2.42	2.66	2.43	2.76	2.87	2.35	1.21
54	Food group stores . . . . .	.81	.85	.76	.80	.76	.76	.75	.75	.78	.84	.85	.74
56	Apparel & accessory stores . . . . .	2.87	3.34	2.52	2.62	2.51	2.56	2.81	2.47	2.72	2.83	2.47	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.54</b>	<b>1.58</b>	<b>1.58</b>	<b>1.57</b>	<b>1.58</b>	<b>1.60</b>	<b>1.59</b>	<b>1.58</b>	<b>1.57</b>	<b>1.59</b>	<b>1.59</b>	<b>1.59</b>
	Total (excl. automotive group) . . . . .	1.44	1.47	1.47	1.45	1.46	1.47	1.47	1.48	1.48	1.48	1.48	1.47
	<b>Durable goods, total</b> . . . . .	<b>2.10</b>	<b>2.19</b>	<b>2.20</b>	<b>2.17</b>	<b>2.19</b>	<b>2.22</b>	<b>2.20</b>	<b>2.14</b>	<b>2.15</b>	<b>2.21</b>	<b>2.20</b>	<b>2.23</b>
52	Building materials group stores . . . . .	2.07	2.19	2.25	2.13	2.16	2.18	2.16	2.14	2.19	2.21	2.17	2.18
55 ex 554	Automotive dealers . . . . .	1.89	1.99	1.98	2.00	2.03	2.06	2.02	1.92	1.92	2.00	1.99	2.04
57	Furniture group stores . . . . .	2.14	2.20	2.23	2.18	2.19	2.19	2.25	2.23	2.23	2.27	2.26	2.27
	<b>Nondurable goods, total</b> . . . . .	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.30	2.43	2.41	2.38	2.44	2.43	2.44	2.45	2.40	2.42	2.43	2.42
531	Dept. stores, (excl. leased depts.) . . . . .	2.25	2.39	2.37	2.34	2.42	2.42	2.43	2.43	2.41	2.43	2.47	2.45
54	Food group stores . . . . .	.77	.77	.78	.78	.78	.78	.78	.78	.78	.80	.80	.79
56	Apparel & accessory stores . . . . .	2.38	2.55	2.57	2.47	2.50	2.51	2.53	2.51	2.51	2.48	2.47	2.46

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1988											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail inventories, total</b> . . . . .	200,614	204,168	208,675	209,655	208,815	209,463	208,531	209,811	216,374	226,012	230,103	214,824
	Total (excl. automotive group) . . . . .	144,330	147,876	152,632	154,143	152,790	152,746	154,396	158,650	163,546	170,784	172,117	153,909
	<b>Durable goods, total</b> . . . . .	104,162	104,835	106,093	106,277	107,148	107,656	105,311	103,431	106,252	110,272	113,813	112,970
52	Building materials group stores . . . . .	14,537	15,124	15,811	15,805	15,636	15,619	15,442	15,407	15,263	15,180	15,280	15,462
55 ex 554	Automotive dealers . . . . .	56,284	56,292	56,043	55,512	56,025	56,717	54,135	51,161	52,828	55,228	57,986	60,915
57	Furniture group stores . . . . .	14,723	14,642	15,275	15,576	15,612	15,668	15,507	15,999	16,789	17,358	17,516	16,295
	<b>Nondurable goods, total</b> . . . . .	96,452	99,333	102,582	103,378	101,667	101,807	103,220	106,380	110,122	115,740	116,290	101,854
53	General merchandise group stores . . . . .	34,720	36,649	38,548	39,334	37,679	37,308	37,749	39,161	41,257	44,635	44,955	35,768
531	Dept. stores, (excl. leased depts.) . . . . .	26,117	27,602	28,993	29,793	28,418	27,917	27,941	29,161	30,853	33,825	34,501	27,468
54	Food group stores . . . . .	19,896	19,991	20,433	20,351	20,393	20,712	20,791	20,996	21,177	22,043	22,226	21,812
56	Apparel & accessory stores . . . . .	15,406	16,391	17,078	17,085	17,101	16,837	17,734	18,624	19,253	20,152	20,049	16,524
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail inventories, total</b> . . . . .	207,145	207,192	207,877	208,624	209,626	211,644	211,960	214,632	216,156	215,440	216,239	219,047
	Total (excl. automotive group) . . . . .	151,952	153,235	154,583	155,001	155,013	156,179	156,685	158,389	158,870	158,286	158,771	160,140
	<b>Durable goods, total</b> . . . . .	104,859	103,992	103,843	104,441	105,718	106,744	107,013	108,530	109,914	109,452	110,231	112,453
52	Building materials group stores . . . . .	15,049	15,154	15,276	15,197	15,020	15,179	15,365	15,453	15,511	15,553	15,769	16,157
55 ex 554	Automotive dealers . . . . .	55,193	53,957	53,294	53,623	54,613	55,465	55,275	56,243	57,286	57,154	57,468	58,907
57	Furniture group stores . . . . .	15,101	15,157	15,539	15,781	15,866	15,923	15,921	16,177	16,508	16,192	16,264	16,311
	<b>Nondurable goods, total</b> . . . . .	102,286	103,200	104,034	104,183	103,908	104,900	104,947	106,102	106,242	105,988	106,008	106,594
53	General merchandise group stores . . . . .	38,354	38,813	39,195	39,313	38,764	39,097	38,742	39,114	39,075	38,995	39,026	39,179
531	Dept. stores, (excl. leased depts.) . . . . .	28,827	29,178	29,405	29,557	29,087	29,294	28,924	29,396	29,468	29,619	29,742	29,987
54	Food group stores . . . . .	19,979	20,253	20,510	20,543	20,539	20,783	21,018	21,413	21,327	21,462	21,340	21,601
56	Apparel & accessory stores . . . . .	17,175	17,217	17,373	17,275	17,504	17,557	17,752	17,908	18,027	18,106	18,046	18,079
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.73	1.73	1.55	1.56	1.49	1.48	1.52	1.47	1.60	1.63	1.61	1.23
	Total (excl. automotive group) . . . . .	1.60	1.66	1.50	1.51	1.44	1.44	1.46	1.45	1.55	1.57	1.51	1.06
	<b>Durable goods, total</b> . . . . .	2.44	2.30	2.00	2.01	1.93	1.88	1.99	1.87	2.08	2.15	2.20	1.89
52	Building materials group stores . . . . .	2.78	2.67	2.20	1.95	1.74	1.79	1.93	1.85	1.91	1.89	2.05	2.10
55 ex 554	Automotive dealers . . . . .	2.15	1.96	1.67	1.71	1.67	1.62	1.69	1.54	1.76	1.85	2.00	2.11
57	Furniture group stores . . . . .	2.43	2.46	2.30	2.37	2.32	2.21	2.25	2.21	2.41	2.43	2.20	1.61
	<b>Nondurable goods, total</b> . . . . .	1.31	1.37	1.25	1.27	1.21	1.21	1.22	1.22	1.31	1.32	1.27	.89
53	General merchandise group stores . . . . .	3.21	3.29	2.69	2.73	2.45	2.48	2.71	2.53	2.82	2.77	2.27	1.14
531	Dept. stores, (excl. leased depts.) . . . . .	3.09	3.18	2.56	2.62	2.35	2.36	2.54	2.38	2.65	2.65	2.22	1.12
54	Food group stores . . . . .	.79	.82	.77	.77	.75	.76	.73	.75	.78	.81	.82	.72
56	Apparel & accessory stores . . . . .	2.99	3.27	2.53	2.60	2.57	2.61	2.80	2.54	2.74	2.75	2.47	1.31
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.56	1.55	1.53	1.54	1.54	1.55	1.54	1.55	1.57	1.53	1.53	1.53
	Total (excl. automotive group) . . . . .	1.49	1.50	1.48	1.48	1.47	1.48	1.47	1.48	1.47	1.45	1.44	1.45
	<b>Durable goods, total</b> . . . . .	2.08	2.02	1.99	2.02	2.03	2.03	2.06	2.09	2.15	2.06	2.05	2.05
52	Building materials group stores . . . . .	2.13	2.04	2.02	2.01	1.97	2.01	2.07	2.07	2.04	2.01	2.05	2.00
55 ex 554	Automotive dealers . . . . .	1.81	1.74	1.71	1.76	1.77	1.78	1.79	1.83	1.94	1.82	1.80	1.83
57	Furniture group stores . . . . .	2.26	2.26	2.26	2.26	2.26	2.23	2.24	2.27	2.30	2.22	2.19	2.18
	<b>Nondurable goods, total</b> . . . . .	1.25	1.26	1.24	1.25	1.23	1.24	1.23	1.23	1.23	1.21	1.20	1.21
53	General merchandise group stores . . . . .	2.50	2.57	2.51	2.52	2.46	2.48	2.45	2.45	2.43	2.38	2.36	2.35
531	Dept. stores, (excl. leased depts.) . . . . .	2.37	2.45	2.39	2.42	2.35	2.36	2.32	2.35	2.32	2.29	2.29	2.30
54	Food group stores . . . . .	.77	.77	.77	.77	.77	.77	.77	.78	.78	.78	.77	.78
56	Apparel & accessory stores . . . . .	2.55	2.57	2.53	2.55	2.53	2.55	2.52	2.54	2.50	2.46	2.46	2.44

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*.)

Note: U.S. and group totals include kinds of business not shown.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1987 Through December 1996—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1987											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail inventories, total</b> . . . . .	183,228	189,420	196,169	197,876	197,496	198,748	198,969	196,541	200,336	213,724	217,853	203,210
	Total (excl. automotive group) . . . . .	133,834	136,700	141,235	143,825	143,344	143,915	146,022	148,376	153,131	160,925	161,862	145,410
	<b>Durable goods, total</b> . . . . .	92,287	96,122	99,626	99,673	100,721	101,673	99,821	95,461	95,445	103,262	107,075	105,654
52	Building materials group stores . . . . .	13,193	14,134	14,657	14,705	15,192	15,213	14,878	14,911	14,525	14,340	14,255	14,184
55 ex 554	Automotive dealers . . . . .	49,394	52,720	54,934	54,051	54,152	54,833	52,947	48,165	47,205	52,799	55,991	57,800
57	Furniture group stores . . . . .	13,911	13,710	13,739	13,954	14,116	14,146	14,168	14,329	14,951	15,762	15,824	15,005
	<b>Nondurable goods, total</b> . . . . .	90,941	93,298	96,543	98,203	96,775	97,075	99,148	101,080	104,891	110,462	110,778	97,556
53	General merchandise group stores . . . . .	32,463	34,090	35,461	36,626	35,529	35,299	36,695	37,617	39,748	43,178	43,367	34,874
531	Dept. stores, (excl. leased depts.) . . . . .	23,855	25,122	26,216	27,302	26,491	26,181	27,246	27,972	29,609	32,419	32,697	26,032
54	Food group stores . . . . .	19,286	19,425	19,719	19,709	19,642	19,942	19,773	19,600	19,667	20,251	20,559	20,019
56	Apparel & accessory stores . . . . .	14,627	15,524	16,589	16,693	16,528	16,272	16,832	17,770	18,358	18,999	19,201	15,880
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail inventories, total</b> . . . . .	189,541	191,827	194,900	196,165	197,910	200,516	202,135	201,347	200,086	204,306	205,366	207,836
	Total (excl. automotive group) . . . . .	141,086	141,556	142,981	144,439	145,312	147,030	148,071	148,056	148,528	149,269	149,482	151,675
	<b>Durable goods, total</b> . . . . .	92,933	94,885	96,969	97,234	99,088	100,611	101,367	100,542	99,146	103,129	104,360	105,481
52	Building materials group stores . . . . .	13,657	14,162	14,203	14,139	14,650	14,856	14,775	14,911	14,731	14,618	14,681	14,868
55 ex 554	Automotive dealers . . . . .	48,455	50,271	51,919	51,726	52,598	53,486	54,064	53,291	51,558	55,037	55,884	56,161
57	Furniture group stores . . . . .	14,253	14,178	13,977	14,095	14,316	14,303	14,502	14,445	14,745	14,828	14,803	15,050
	<b>Nondurable goods, total</b> . . . . .	96,608	96,942	97,931	98,931	98,822	99,905	100,768	100,805	100,940	101,177	101,006	102,355
53	General merchandise group stores . . . . .	36,089	36,202	36,144	36,582	36,428	36,884	37,597	37,468	37,534	37,811	37,761	38,285
531	Dept. stores, (excl. leased depts.) . . . . .	26,535	26,641	26,642	27,058	27,004	27,386	28,176	28,113	28,172	28,463	28,260	28,450
54	Food group stores . . . . .	19,411	19,642	19,790	19,871	19,830	19,985	19,976	19,986	19,782	19,724	19,683	19,898
56	Apparel & accessory stores . . . . .	16,216	16,307	16,790	16,845	16,917	17,003	16,951	17,186	17,238	17,101	17,267	17,280
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	1.72	1.77	1.61	1.56	1.50	1.51	1.51	1.46	1.57	1.63	1.68	1.27
	Total (excl. automotive group) . . . . .	1.55	1.65	1.52	1.48	1.42	1.45	1.46	1.46	1.57	1.56	1.56	1.09
	<b>Durable goods, total</b> . . . . .	2.53	2.46	2.14	2.04	2.02	1.93	1.93	1.82	1.93	2.13	2.33	1.93
52	Building materials group stores . . . . .	2.61	2.84	2.30	2.02	1.92	1.91	1.92	1.97	1.97	1.86	2.10	2.12
55 ex 554	Automotive dealers . . . . .	2.39	2.20	1.88	1.78	1.79	1.68	1.65	1.48	1.57	1.85	2.17	2.15
57	Furniture group stores . . . . .	2.32	2.47	2.23	2.31	2.28	2.24	2.18	2.17	2.33	2.40	2.32	1.69
	<b>Nondurable goods, total</b> . . . . .	1.29	1.38	1.28	1.25	1.19	1.23	1.23	1.23	1.34	1.33	1.32	.92
53	General merchandise group stores . . . . .	3.19	3.20	2.74	2.59	2.35	2.52	2.76	2.50	2.90	2.81	2.38	1.19
531	Dept. stores, (excl. leased depts.) . . . . .	2.96	3.02	2.54	2.45	2.22	2.36	2.58	2.33	2.70	2.65	2.26	1.13
54	Food group stores . . . . .	.77	.84	.79	.78	.74	.77	.73	.75	.77	.76	.82	.72
56	Apparel & accessory stores . . . . .	2.95	3.21	2.74	2.53	2.57	2.65	2.85	2.60	2.86	2.81	2.68	1.42
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	1.59	1.53	1.55	1.54	1.56	1.56	1.56	1.52	1.53	1.57	1.57	1.57
	Total (excl. automotive group) . . . . .	1.47	1.44	1.46	1.46	1.47	1.47	1.48	1.47	1.48	1.48	1.48	1.48
	<b>Durable goods, total</b> . . . . .	2.22	2.06	2.06	2.06	2.10	2.09	2.07	1.97	2.01	2.12	2.13	2.12
52	Building materials group stores . . . . .	2.08	2.08	2.07	2.10	2.13	2.20	2.11	2.12	2.10	2.04	2.03	2.06
55 ex 554	Automotive dealers . . . . .	2.08	1.87	1.85	1.83	1.88	1.84	1.83	1.69	1.73	1.91	1.91	1.89
57	Furniture group stores . . . . .	2.19	2.18	2.14	2.18	2.22	2.23	2.21	2.20	2.24	2.27	2.28	2.32
	<b>Nondurable goods, total</b> . . . . .	1.25	1.22	1.24	1.24	1.23	1.24	1.25	1.24	1.25	1.24	1.24	1.24
53	General merchandise group stores . . . . .	2.51	2.43	2.46	2.45	2.41	2.43	2.50	2.45	2.46	2.46	2.46	2.46
531	Dept. stores, (excl. leased depts.) . . . . .	2.31	2.26	2.29	2.29	2.27	2.29	2.36	2.33	2.34	2.34	2.33	2.31
54	Food group stores . . . . .	.76	.77	.78	.77	.77	.77	.77	.77	.76	.76	.76	.76
56	Apparel & accessory stores . . . . .	2.60	2.46	2.52	2.57	2.59	2.57	2.56	2.60	2.59	2.59	2.61	2.57

<sup>1</sup>Inventories data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See Appendix C in the *Monthly Retail Trade Report, BR-97*.)

Note: U.S. and group totals include kinds of business not shown.

Table 3. **Estimated Purchases by Kinds of Business: 1987 Through 1995**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1987	1988	1989	1990	1991	1992	1993	1994	1995
	<b>Retail Purchases, total</b> . . . . .	<b>1,062,803</b>	<b>1,139,329</b>	<b>1,215,637</b>	<b>1,258,569</b>	<b>1,259,268</b>	<b>1,331,032</b>	<b>1,420,506</b>	<b>1,535,467</b>	<b>1,599,294</b>
	Total (excl. automotive group) . . . . .	780,498	834,473	895,992	941,773	955,430	996,304	1,042,641	1,103,561	1,141,746
	<b>Durable goods, total</b> . . . . .	<b>430,381</b>	<b>467,553</b>	<b>489,941</b>	<b>491,510</b>	<b>475,617</b>	<b>519,223</b>	<b>580,518</b>	<b>657,552</b>	<b>696,264</b>
52	Building materials group stores . . . . .	58,727	63,569	64,339	65,003	62,954	69,742	76,689	85,768	88,712
521,3	Building materials, supply stores . . . . .	44,207	47,875	48,547	49,723	48,285	53,662	59,311	66,555	68,740
525	Hardware stores . . . . .	7,385	7,909	8,180	8,012	7,733	7,990	8,402	9,087	9,153
55 ex 554	Automotive dealers . . . . .	282,305	304,856	319,645	316,796	303,838	334,728	377,865	431,906	457,548
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	265,518	286,008	300,869	297,861	286,083	316,510	359,113	411,901	436,816
553	Auto & home supply stores . . . . .	16,787	18,848	18,776	18,935	17,755	18,218	18,752	20,005	20,732
57	Furniture group stores . . . . .	47,736	53,040	56,641	56,854	56,776	60,589	67,079	75,664	82,372
571	Furniture & home furn. stores . . . . .	25,365	27,375	29,518	28,948	28,124	29,589	31,704	34,311	35,899
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	18,601	21,493	22,500	22,903	23,269	25,496	29,487	34,992	39,781
	<b>Nondurable goods, total</b> . . . . .	<b>632,422</b>	<b>671,776</b>	<b>725,696</b>	<b>767,059</b>	<b>783,651</b>	<b>811,809</b>	<b>839,988</b>	<b>877,915</b>	<b>903,030</b>
53	General merchandise group stores . . . . .	124,479	131,775	143,903	149,014	158,907	173,860	186,568	202,025	212,534
531	Dept. stores, (excl. leased depts.) . . . . .	97,429	101,577	109,980	110,563	116,648	125,724	134,975	149,407	158,345
533	Variety stores . . . . .	4,609	4,839	5,205	5,444	5,416	6,276	5,709	5,159	4,952
539	Miscellaneous general merchandise stores . . . . .	22,441	25,359	28,718	33,007	36,843	41,860	45,884	47,459	49,237
54	Food group stores . . . . .	233,784	248,164	266,877	276,631	279,494	281,123	287,497	298,457	303,905
541	Grocery stores . . . . .	223,721	238,492	256,695	266,230	269,390	271,258	277,275	287,885	292,674
554	Gasoline service stations . . . . .	82,733	87,906	98,796	113,738	112,537	110,301	110,354	112,899	114,759
56	Apparel & accessory stores . . . . .	45,816	49,145	53,669	54,669	54,415	61,524	63,373	64,866	65,462
561	Mens & boys clothing, furnishings. . . . .	4,962	5,508	5,941	5,823	5,779	5,770	5,760	5,836	5,677
562,3	Women's clothing specialty stores . . . . .	16,625	17,530	18,674	18,570	17,758	20,884	21,392	20,558	19,915
566	Shoe stores . . . . .	8,022	8,484	9,778	10,518	9,996	10,228	10,138	10,504	10,611
58	Eating and drinking places . . . . .	58,125	61,227	63,920	66,659	66,841	69,134	73,215	76,488	80,186
591	Drug & proprietary stores . . . . .	38,424	41,740	45,739	50,858	54,795	56,634	57,654	59,713	63,006
592	Liquor stores . . . . .	14,435	14,325	14,767	16,000	16,487	16,278	16,070	16,223	16,022
53,56, 57,594	GAF, total <sup>1</sup> . . . . .	250,822	269,930	293,913	301,328	311,014	337,951	362,081	391,375	411,587

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

**Table 4. Estimated Gross Margin by Kinds of Business: 1987 Through 1995**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1987	1988	1989	1990	1991	1992	1993	1994	1995
	<b>Retail Gross Margin, total</b> . . . . .	<b>500,055</b>	<b>528,487</b>	<b>561,653</b>	<b>589,051</b>	<b>599,995</b>	<b>629,277</b>	<b>667,381</b>	<b>714,318</b>	<b>738,058</b>
	Total (excl. automotive group) . . . . .	427,854	457,658	489,766	519,161	533,569	553,703	583,699	617,822	637,317
	<b>Durable goods, total</b> . . . . .	<b>161,550</b>	<b>168,917</b>	<b>176,463</b>	<b>177,246</b>	<b>172,193</b>	<b>188,450</b>	<b>206,068</b>	<b>232,123</b>	<b>238,589</b>
52	Building materials group stores . . . . .	25,538	28,765	29,015	29,568	28,273	31,593	33,946	38,388	37,852
521,3	Building materials, supply stores . . . . .	17,571	19,760	19,432	20,755	19,762	22,371	24,179	27,638	27,205
525	Hardware stores . . . . .	3,683	4,055	4,683	4,578	4,436	4,650	4,902	5,198	5,145
55 ex 554	Automotive dealers . . . . .	72,201	70,829	71,887	69,890	66,426	75,574	83,682	96,496	100,741
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	62,030	60,190	60,897	57,610	54,898	63,971	71,512	82,956	87,016
553	Auto & home supply stores . . . . .	10,171	10,639	10,990	12,280	11,528	11,603	12,170	13,540	13,725
57	Furniture group stores . . . . .	31,044	33,640	35,662	34,871	35,160	36,698	40,370	45,289	45,705
571	Furniture & home furn. stores . . . . .	19,628	20,622	22,714	21,359	21,392	22,889	24,784	27,521	28,105
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	8,515	9,859	10,176	10,273	10,369	10,518	11,955	13,754	13,803
	<b>Nondurable goods, total</b> . . . . .	<b>338,505</b>	<b>359,570</b>	<b>385,190</b>	<b>411,805</b>	<b>427,802</b>	<b>440,827</b>	<b>461,313</b>	<b>482,195</b>	<b>499,469</b>
53	General merchandise group stores . . . . .	59,837	61,640	66,122	65,982	71,022	75,330	81,478	83,905	89,415
531	Dept. stores, (excl. leased depts.) . . . . .	48,453	51,382	53,992	55,045	58,815	62,546	68,398	71,594	76,873
533	Variety stores . . . . .	2,457	2,760	2,881	2,892	2,937	3,633	3,012	2,709	2,629
539	Miscellaneous general merchandise stores . . . . .	8,927	7,498	9,249	8,045	9,270	9,151	10,068	9,602	9,913
54	Food group stores . . . . .	75,924	79,122	82,177	93,283	95,672	96,206	97,830	101,152	106,455
541	Grocery stores . . . . .	67,459	70,431	73,300	83,509	85,627	87,262	88,424	91,182	96,001
554	Gasoline service stations . . . . .	22,163	22,474	24,545	25,116	24,488	26,516	27,609	28,877	31,329
56	Apparel & accessory stores . . . . .	34,556	36,806	39,861	41,394	43,569	44,524	44,316	46,162	44,747
561	Mens & boys clothing, furnishings. . . . .	4,165	4,412	4,852	4,609	4,657	4,462	4,593	4,954	4,463
562,3	Women's clothing specialty stores . . . . .	12,852	12,998	13,630	14,210	15,165	15,725	15,524	15,306	14,942
566	Shoe stores . . . . .	6,863	7,284	7,818	7,734	7,452	8,062	8,087	8,370	8,190
58	Eating and drinking places . . . . .	95,255	106,638	113,998	123,617	127,508	130,928	140,324	147,188	151,811
591	Drug & proprietary stores . . . . .	16,144	16,522	18,885	20,677	21,783	20,920	22,263	22,543	22,686
592	Liquor stores . . . . .	5,541	5,281	5,545	5,933	5,977	5,225	5,319	5,905	5,937
53,56, 57,594	<b>GAF, total<sup>1</sup></b> . . . . .	<b>148,885</b>	<b>157,314</b>	<b>169,291</b>	<b>170,621</b>	<b>178,833</b>	<b>185,841</b>	<b>198,420</b>	<b>210,484</b>	<b>215,745</b>

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown. See introductory text for an explanation of gross margin. Because of rounding differences, the published gross margin may not equal the gross margin calculated from its published components.



Table 5. Estimated Gross Margin as Percent of Sales by Kinds of Business: 1987 Through 1995

SIC code	Kind of business	1987	1988	1989	1990	1991	1992	1993	1994	1995
	<b>Retail sales, total</b> . . . . .	32.4	31.9	31.9	31.9	32.3	32.2	32.2	32.1	31.8
	Total (excl. automotive group) . . . . .	35.7	35.7	35.7	35.6	36.0	35.8	36.1	36.2	36.0
	<b>Durable goods, total</b> . . . . .	28.1	26.8	26.9	26.5	26.5	26.8	26.6	26.6	25.8
52	Building materials group stores . . . . .	30.6	31.6	31.4	31.2	30.9	31.3	31.0	31.4	30.1
521,3	Building materials, supply stores . . . . .	28.7	29.6	28.8	29.5	29.0	29.7	29.4	29.7	28.5
525	Hardware stores . . . . .	33.4	34.1	37.1	36.6	36.5	36.5	37.1	36.7	36.0
55 ex 554	Automotive dealers . . . . .	21.1	19.0	18.6	18.0	17.8	18.6	18.3	18.6	18.3
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers	19.6	17.5	17.1	16.1	16.0	17.0	16.8	17.1	16.8
553	Auto & home supply stores . . . . .	38.2	36.2	37.2	39.8	38.9	38.9	39.5	41.1	40.2
57	Furniture group stores . . . . .	39.8	39.4	39.1	38.1	38.4	37.9	38.3	38.2	35.9
571	Furniture & home furn. stores . . . . .	44.1	43.3	44.4	42.3	43.2	43.7	44.6	45.2	44.1
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	31.4	32.2	31.2	31.1	30.9	29.4	29.5	28.8	26.1
	<b>Nondurable goods, total</b> . . . . .	35.1	35.0	35.0	35.0	35.5	35.3	35.6	35.6	35.7
53	General merchandise group stores . . . . .	32.9	32.0	32.1	30.6	31.3	30.6	30.8	29.6	29.9
531	Dept. stores, (excl. leased depts.) . . . . .	33.6	33.9	33.6	33.2	34.0	33.6	34.1	32.7	33.0
533	Variety stores . . . . .	34.4	37.0	36.3	34.8	35.2	38.2	33.4	33.5	34.0
539	Miscellaneous general merchandise stores . . . . .	29.0	22.4	24.4	19.4	20.4	18.1	18.3	17.0	16.9
54	Food group stores . . . . .	24.5	24.3	23.7	25.3	25.5	25.5	25.4	25.4	26.0
541	Grocery stores . . . . .	23.2	22.9	22.3	24.0	24.2	24.4	24.2	24.1	24.7
554	Gasoline service stations . . . . .	21.2	20.4	20.0	18.1	17.8	19.4	20.0	20.4	21.4
56	Apparel & accessory stores . . . . .	43.6	43.1	43.2	43.2	44.7	42.7	41.3	42.0	40.5
561	Mens & boys clothing, furnishings. . . . .	46.2	44.9	46.2	44.1	44.6	43.8	44.6	46.5	43.6
562,3	Women's clothing specialty stores . . . . .	44.0	42.5	42.3	43.3	46.1	44.0	42.2	42.6	42.7
566	Shoe stores . . . . .	47.0	47.2	45.2	42.9	42.6	44.5	44.4	44.7	43.6
58	Eating and drinking places . . . . .	62.1	63.5	64.1	65.0	65.6	65.4	65.7	65.9	65.4
591	Drug & proprietary stores . . . . .	29.8	28.6	29.8	29.3	28.8	26.9	28.0	27.6	26.5
592	Liquor stores . . . . .	27.9	26.9	27.6	27.3	26.6	24.1	24.7	26.7	27.0
53,56, 57,594	GAF, total <sup>1</sup> . . . . .	37.9	37.2	37.2	36.2	36.8	35.8	35.9	35.4	34.6

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

**Table 6. Estimated Accounts Receivable of Retail Stores by Type of Account and Kinds of Business: End of Year 1995 and 1994**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	Total accounts receivable		Type of account							
				Charge		Installment					
						Total		Open-end		Closed-end	
		1995	1994	1995	1994	1995	1994	1995	1994	1995	1994
	<b>Retail accounts receivables, total.....</b>	<b>62,954</b>	<b>63,191</b>	<b>17,114</b>	<b>17,127</b>	<b>45,840</b>	<b>46,064</b>	<b>41,066</b>	<b>40,930</b>	<b>4,774</b>	<b>5,134</b>
	Total (excluding automotive group) .....	57,268	57,182	13,246	13,109	44,022	44,073	40,126	40,020	3,896	4,053
	<b>Durable goods stores, total.....</b>	<b>22,579</b>	<b>22,872</b>	<b>11,547</b>	<b>11,702</b>	<b>11,032</b>	<b>11,170</b>	<b>6,994</b>	<b>6,736</b>	<b>4,038</b>	<b>4,434</b>
52	Building materials, hardware, garden supply, and mobile home dealers ..	6,361	6,533	4,994	5,211	(S)	(S)	(S)	(S)	(S)	(S)
55 ex. 554	Automotive dealers .....	5,686	6,009	3,868	4,018	1,818	1,991	940	911	878	1,080
57	Furniture, home furnishings, and equipment stores .....	7,479	7,289	1,763	1,630	(S)	(S)	(S)	(S)	(S)	(S)
	<b>Nondurable goods stores, total ..</b>	<b>40,375</b>	<b>40,320</b>	<b>5,567</b>	<b>5,425</b>	<b>34,808</b>	<b>34,895</b>	<b>34,072</b>	<b>34,195</b>	<b>736</b>	<b>700</b>
53	General merchandise group stores ..	30,657	29,590	(S)	(S)	30,484	29,383	30,122	29,043	362	340
531	Department stores (ex. leased depts.) <sup>1</sup> .....	30,584	29,510	(S)	(S)	30,450	29,345	30,096	29,013	354	332
554	Gasoline service stations .....	1,251	1,138	979	899	272	239	250	231	(S)	(S)
56	Apparel and accessory stores .....	2,308	3,494	232	295	2,076	3,199	2,036	3,161	(S)	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

<sup>1</sup>Includes mail-order houses engaged in the sale of department store merchandise (SIC 5961 part).

Note: Measures of sampling variability are shown in Table A-3.

**Table 7. Estimated Per Capita Sales by Selected Kinds of Business: 1987 to 1996**

[Data in dollars]

SIC code	Kind of business	Per Capita Sales (dollars)									
		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
	<b>Retail trade, total .....</b>	<b>6,407</b>	<b>6,821</b>	<b>7,176</b>	<b>7,446</b>	<b>7,409</b>	<b>7,700</b>	<b>8,087</b>	<b>8,601</b>	<b>8,886</b>	<b>9,263</b>
	Total (excluding automotive group) .....	4,982	5,287	5,601	5,882	5,921	6,094	6,307	6,599	6,778	7,017
	<b>Durable goods stores, total .....</b>	<b>2,394</b>	<b>2,591</b>	<b>2,681</b>	<b>2,700</b>	<b>2,595</b>	<b>2,776</b>	<b>3,028</b>	<b>3,373</b>	<b>3,537</b>	<b>3,763</b>
52	Building materials, hardware, garden supply, and mobile home dealers ..	347	375	377	382	365	398	427	472	481	509
55 ex. 554	Automotive dealers .....	1,425	1,534	1,575	1,564	1,488	1,606	1,780	2,002	2,108	2,246
57	Furniture, home furnishings, and equipment stores .....	325	352	372	369	366	383	411	458	487	506
	<b>Nondurable goods stores, total ..</b>	<b>4,013</b>	<b>4,230</b>	<b>4,495</b>	<b>4,746</b>	<b>4,814</b>	<b>4,924</b>	<b>5,059</b>	<b>5,228</b>	<b>5,349</b>	<b>5,500</b>
53	General merchandise group stores ...	756	793	842	870	905	972	1,032	1,094	1,144	1,185
54	Food stores .....	1,286	1,340	1,416	1,487	1,495	1,488	1,502	1,540	1,566	1,603
554	Gasoline service stations .....	436	454	501	559	548	540	539	547	559	587
56	Apparel and accessory stores .....	330	351	377	387	389	411	418	424	422	431
58	Eating and drinking places .....	638	692	725	767	776	790	833	863	887	896
591	Drug and proprietary stores .....	225	238	258	285	302	307	311	316	327	343

Note: Civilian population estimates (in thousands) as of July 1: 1987 — 240,550; 1988 — 242,817; 1989 — 245,131; 1990 — 247,758; 1991 — 250,496; 1992 — 253,426; 1993 — 256,323; 1994 — 258,960; 1995 — 261,538; 1996 — 263,998.

U.S. Department of Commerce, Bureau of the Census, Population Paper Listing, PPL- 57 for 1990 - 1996 and Current Population Reports P-25 - 1095 for 1987—1989.

The data are subject to sampling variability. However, measures of sampling variability for per capita sales are not available.

**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>Northeast</b>													
Retail sales, total . . . . .	31,554	32,913	36,500	37,228	40,139	38,762	38,159	39,704	37,238	39,758	40,377	46,867	459,199
Durable goods, total . . . . .	11,134	12,286	14,041	14,723	16,183	15,677	15,369	15,658	14,527	15,542	14,780	16,246	176,166
Building materials group stores . . . . .	1,204	1,218	1,428	1,986	2,321	2,292	2,218	2,125	2,047	2,279	2,010	1,849	22,977
Automotive dealers . . . . .	6,739	7,809	8,973	9,058	9,688	9,264	9,036	9,066	8,541	9,081	8,167	7,447	102,869
Furniture group stores . . . . .	1,564	1,581	1,765	1,715	1,778	1,756	1,797	1,908	1,793	1,907	2,104	2,675	22,343
Nondurable goods, total . . . . .	20,420	20,627	22,459	22,505	23,956	23,085	22,790	24,046	22,711	24,216	25,597	30,621	283,033
General merchandise group stores . . . . .	2,544	3,024	3,410	3,562	4,023	3,844	3,476	3,950	3,713	4,018	5,025	7,262	47,851
Dept. stores (excl. leased depts.) . . . . .	1,863	2,284	2,595	2,744	3,092	2,933	2,607	3,051	2,879	3,112	4,003	5,872	37,035
Dept. stores (incl. leased depts.) . . . . .	1,917	2,352	2,674	2,827	3,177	3,010	2,675	3,134	2,953	3,192	4,109	5,987	38,007
Food group stores . . . . .	6,620	6,292	6,820	6,632	7,138	7,012	7,137	7,213	6,680	7,019	7,033	7,393	82,989
Grocery stores . . . . .	6,072	5,740	6,196	6,005	6,476	6,367	6,500	6,563	6,089	6,381	6,400	6,633	75,422
Gasoline service stations . . . . .	1,987	1,920	2,059	2,149	2,339	2,271	2,263	2,301	2,134	2,249	2,202	2,230	26,104
Apparel & accessory stores . . . . .	1,519	1,710	2,106	2,247	2,347	2,271	2,009	2,524	2,369	2,442	2,700	3,653	27,818
Eating and drinking places . . . . .	2,787	2,928	3,217	3,192	3,424	3,432	3,512	3,633	3,401	3,349	3,219	3,321	39,415
Drug & proprietary stores . . . . .	1,597	1,611	1,690	1,714	1,805	1,699	1,744	1,767	1,712	1,809	1,745	2,226	21,119
GAF, total <sup>2</sup> . . . . .	6,777	7,456	8,487	8,766	9,548	9,217	8,698	10,056	9,273	9,872	11,615	17,078	116,843
<b>Midwest</b>													
Retail sales, total . . . . .	41,562	43,692	47,687	48,109	52,103	49,429	49,934	51,275	47,124	50,634	51,137	58,987	591,673
Durable goods, total . . . . .	16,557	18,262	19,790	20,350	22,012	20,528	21,121	20,875	18,996	20,487	19,209	21,342	239,529
Building materials group stores . . . . .	1,734	1,702	1,923	2,530	2,951	2,769	2,905	2,711	2,491	2,715	2,326	2,120	28,877
Automotive dealers . . . . .	10,758	12,465	13,468	13,444	14,275	13,217	13,613	13,290	11,995	13,140	11,387	10,972	152,024
Furniture group stores . . . . .	2,374	2,374	2,611	2,453	2,586	2,576	2,606	2,796	2,612	2,701	3,058	3,781	32,528
Nondurable goods, total . . . . .	25,005	25,430	27,897	27,759	30,091	28,901	28,813	30,400	28,128	30,147	31,928	37,645	352,144
General merchandise group stores . . . . .	4,793	5,157	5,911	5,989	6,694	6,509	6,117	6,810	6,236	6,753	8,104	11,389	80,462
Dept. stores (excl. leased depts.) . . . . .	3,997	4,316	4,963	5,018	5,574	5,413	5,061	5,716	5,235	5,642	6,831	9,711	67,477
Dept. stores (incl. leased depts.) . . . . .	4,066	4,402	5,058	5,118	5,675	5,507	5,148	5,819	5,324	5,740	6,958	9,854	68,669
Food group stores . . . . .	7,287	7,030	7,461	7,357	7,945	7,677	7,939	8,009	7,361	7,668	7,814	8,226	91,775
Grocery stores . . . . .	6,938	6,658	7,081	6,961	7,504	7,267	7,538	7,589	6,981	7,254	7,388	7,691	86,850
Gasoline service stations . . . . .	3,139	2,999	3,367	3,439	3,706	3,660	3,656	3,654	3,408	3,604	3,475	3,457	41,564
Apparel & accessory stores . . . . .	1,295	1,479	1,653	1,698	1,821	1,703	1,614	2,003	1,773	1,874	2,124	2,942	21,979
Eating and drinking places . . . . .	4,294	4,470	4,990	4,892	5,391	5,235	5,261	5,538	4,926	5,217	4,948	4,997	60,159
Drug & proprietary stores . . . . .	1,639	1,658	1,754	1,722	1,824	1,742	1,789	1,851	1,741	1,875	1,825	2,270	21,690
GAF, total <sup>2</sup> . . . . .	9,666	10,235	11,450	11,487	12,587	12,200	11,746	13,193	12,056	12,787	15,243	21,997	154,647
<b>South</b>													
Retail sales, total . . . . .	61,903	64,642	72,403	71,108	76,261	71,991	71,943	74,831	68,665	72,741	73,742	85,921	866,151
Durable goods, total . . . . .	25,800	27,117	31,178	30,673	33,344	31,248	30,949	31,819	29,368	30,713	29,211	32,831	364,251
Building materials group stores . . . . .	3,120	3,398	4,151	4,767	5,217	4,948	4,729	4,676	4,507	4,607	4,160	4,036	52,316
Automotive dealers . . . . .	16,299	17,344	20,042	18,987	20,635	19,112	19,025	19,520	17,957	18,819	16,568	16,309	220,617
Furniture group stores . . . . .	3,551	3,418	3,814	3,587	3,741	3,703	3,692	3,934	3,710	3,904	4,419	5,406	46,879
Nondurable goods, total . . . . .	36,103	37,525	41,225	40,435	42,917	40,743	40,994	43,012	39,297	42,028	44,531	53,090	501,900
General merchandise group stores . . . . .	7,005	7,857	8,947	8,832	9,652	9,064	8,847	9,766	8,667	9,566	11,502	16,615	116,320
Dept. stores (excl. leased depts.) . . . . .	5,506	6,194	7,112	7,033	7,636	7,169	7,019	7,818	6,923	7,592	9,261	13,449	92,712
Dept. stores (incl. leased depts.) . . . . .	5,588	6,299	7,232	7,150	7,750	7,269	7,112	7,933	7,018	7,696	9,394	13,599	94,040
Food group stores . . . . .	12,089	11,877	12,691	12,375	13,147	12,654	13,022	13,106	12,250	12,755	12,874	13,484	152,324
Grocery stores . . . . .	11,716	11,481	12,279	11,970	12,733	12,250	12,620	12,695	11,862	12,368	12,444	12,938	147,356
Gasoline service stations . . . . .	3,876	3,851	4,345	4,462	4,823	4,638	4,608	4,684	4,335	4,506	4,426	4,475	53,028
Apparel & accessory stores . . . . .	2,232	2,617	3,172	3,172	3,274	3,057	3,001	3,592	2,990	3,247	3,683	5,235	39,272
Eating and drinking places . . . . .	6,032	6,352	7,003	6,784	7,147	6,850	6,930	7,174	6,486	6,852	6,814	6,849	81,273
Drug & proprietary stores . . . . .	2,587	2,623	2,753	2,653	2,723	2,528	2,616	2,658	2,490	2,762	2,792	3,548	32,733
GAF, total <sup>2</sup> . . . . .	14,746	15,878	18,045	17,779	19,093	18,103	17,883	19,907	17,572	19,004	22,602	33,083	233,695
<b>West</b>													
Retail sales, total . . . . .	38,245	39,004	42,823	42,165	45,251	44,523	44,781	46,437	42,722	44,398	44,980	52,677	528,006
Durable goods, total . . . . .	15,215	15,755	17,497	17,212	18,671	18,509	18,585	18,906	17,618	18,052	17,626	19,836	213,482
Building materials group stores . . . . .	2,004	1,914	2,274	2,653	2,859	2,883	2,866	2,788	2,589	2,715	2,425	2,321	30,291
Automotive dealers . . . . .	8,568	9,199	10,302	9,674	10,490	10,367	10,340	10,520	9,885	10,018	9,242	8,933	117,538
Furniture group stores . . . . .	2,415	2,268	2,427	2,388	2,534	2,472	2,591	2,688	2,606	2,699	2,902	3,664	31,654
Nondurable goods, total . . . . .	23,030	23,249	25,326	24,953	26,580	26,014	26,196	27,531	25,104	26,346	27,354	32,841	314,524
General merchandise group stores . . . . .	4,328	4,559	5,090	5,096	5,535	5,449	5,255	5,890	5,203	5,641	6,444	9,566	68,056
Dept. stores (excl. leased depts.) . . . . .	2,903	3,062	3,471	3,516	3,796	3,696	3,578	4,055	3,574	3,837	4,519	7,071	47,078
Dept. stores (incl. leased depts.) . . . . .	2,961	3,130	3,550	3,594	3,873	3,765	3,647	4,130	3,643	3,911	4,608	7,177	47,989
Food group stores . . . . .	7,584	7,381	8,010	7,667	8,117	7,967	8,191	8,388	7,805	8,056	8,159	8,746	96,071
Grocery stores . . . . .	7,204	7,003	7,591	7,241	7,686	7,536	7,753	7,956	7,382	7,581	7,692	8,077	90,702
Gasoline service stations . . . . .	2,487	2,478	2,683	2,837	3,171	3,073	3,102	3,156	2,847	2,905	2,704	2,692	34,135
Apparel & accessory stores . . . . .	1,470	1,591	1,912	1,909	1,993	1,989	1,992	2,247	1,920	2,006	2,270	3,252	24,551
Eating and drinking places . . . . .	4,311	4,437	4,730	4,621	4,780	4,702	4,767	4,905	4,465	4,665	4,641	4,728	55,752
Drug & proprietary stores . . . . .	1,239	1,216	1,220	1,240	1,299	1,195	1,232	1,250	1,171	1,269	1,251	1,611	15,193
GAF, total <sup>2</sup> . . . . .	9,851	10,080	11,197	11,102	11,898	11,777	11,721	12,939	11,563	12,234	13,920	20,593	148,875

<sup>P</sup>Preliminary estimates.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Yearly totals for area tables for 1996 include December preliminary data (the last month the area data was collected). As a result the 1996 areas will not sum to the 1996 U.S. total, which includes December final data. Totals include data for kinds of business not shown.



**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Northeast</b>													
Retail sales, total	30,938	29,639	35,030	34,419	37,357	37,923	35,849	38,032	35,991	36,417	38,250	44,908	434,753
Durable goods, total	10,867	10,420	13,076	12,642	14,341	14,910	13,612	14,952	13,281	13,446	13,301	14,491	159,339
Building materials group stores	1,453	1,268	1,645	1,854	2,257	2,184	1,914	1,949	1,864	1,923	1,779	1,608	21,698
Automotive dealers	6,205	6,120	8,056	7,468	8,353	8,885	7,957	8,846	7,633	7,857	7,352	6,525	91,257
Furniture group stores	1,623	1,508	1,663	1,569	1,669	1,705	1,744	1,835	1,750	1,812	2,005	2,503	21,386
Nondurable goods, total	20,071	19,219	21,954	21,777	23,016	23,013	22,237	23,080	22,710	22,971	24,949	30,417	275,414
General merchandise group stores	2,659	2,728	3,339	3,501	3,798	3,838	3,529	3,724	3,707	3,811	5,049	7,197	46,880
Dept. stores (excl. leased depts.)	1,946	2,052	2,548	2,687	2,900	2,930	2,674	2,844	2,857	2,936	4,010	5,735	36,119
Dept. stores (incl. leased depts.) <sup>1</sup>	2,001	2,108	2,615	2,761	2,977	3,007	2,741	2,922	2,934	3,007	4,113	5,858	37,044
Food group stores	6,443	6,010	6,694	6,585	6,959	6,965	7,000	6,903	6,670	6,626	6,763	7,573	81,191
Grocery stores	5,967	5,540	6,166	6,024	6,385	6,394	6,419	6,311	6,110	6,032	6,174	6,809	74,331
Gasoline service stations	1,907	1,814	2,000	1,948	2,146	2,248	2,206	2,277	2,113	2,105	2,039	2,098	24,901
Apparel & accessory stores	1,586	1,596	2,060	2,195	2,228	2,186	1,959	2,324	2,419	2,314	2,681	3,701	27,249
Eating and drinking places	2,929	2,825	3,252	3,267	3,546	3,613	3,571	3,683	3,487	3,432	3,223	3,427	40,255
Drug & proprietary stores	1,493	1,420	1,562	1,563	1,621	1,568	1,531	1,569	1,570	1,633	1,633	2,015	19,178
GAF, total <sup>2</sup>	6,965	6,857	8,222	8,452	9,057	9,135	8,566	9,384	9,289	9,261	11,402	16,656	113,246
<b>Midwest</b>													
Retail sales, total	40,025	39,647	46,819	45,694	49,635	49,741	47,286	49,989	46,491	47,162	49,669	57,398	569,556
Durable goods, total	15,269	15,676	19,304	18,404	20,724	21,082	19,189	20,654	18,523	18,670	19,039	20,848	227,382
Building materials group stores	1,737	1,664	2,139	2,366	2,922	2,756	2,569	2,551	2,471	2,540	2,318	2,117	28,150
Automotive dealers	9,834	10,357	13,082	12,068	13,272	13,873	12,289	13,397	11,577	11,644	11,367	10,564	143,324
Furniture group stores	2,228	2,093	2,386	2,174	2,438	2,471	2,415	2,670	2,565	2,640	3,017	3,889	30,986
Nondurable goods, total	24,756	23,971	27,515	27,290	28,911	28,659	28,097	29,335	27,968	28,492	30,630	36,550	342,174
General merchandise group stores	4,713	4,701	5,791	5,861	6,221	6,347	6,014	6,486	6,139	6,383	7,953	10,983	77,592
Dept. stores (excl. leased depts.)	3,881	3,899	4,830	4,864	5,117	5,259	4,987	5,431	5,142	5,333	6,715	9,282	64,740
Dept. stores (incl. leased depts.) <sup>1</sup>	3,953	3,968	4,915	4,952	5,206	5,347	5,063	5,521	5,226	5,423	6,836	9,426	65,836
Food group stores	7,195	6,737	7,284	7,320	7,667	7,586	7,762	7,744	7,385	7,427	7,582	8,353	90,042
Grocery stores	6,868	6,388	6,928	6,923	7,271	7,200	7,371	7,338	7,001	7,016	7,174	7,809	85,287
Gasoline service stations	2,983	2,797	3,184	3,167	3,554	3,706	3,520	3,513	3,315	3,304	3,111	3,244	39,398
Apparel & accessory stores	1,327	1,340	1,720	1,754	1,824	1,794	1,678	1,990	1,919	1,830	2,189	3,070	22,435
Eating and drinking places	4,328	4,303	4,975	4,961	5,121	5,073	5,188	5,351	5,013	4,976	4,623	4,863	58,775
Drug & proprietary stores	1,687	1,641	1,770	1,701	1,813	1,774	1,715	1,783	1,643	1,685	1,713	2,097	21,022
GAF, total <sup>2</sup>	9,338	9,250	11,094	11,063	11,936	11,991	11,416	12,640	12,030	12,212	15,005	21,589	149,564
<b>South</b>													
Retail sales, total	59,012	58,414	68,744	66,891	71,040	70,611	68,341	71,050	67,212	67,448	70,221	83,209	822,193
Durable goods, total	24,157	24,130	29,544	27,912	30,734	31,077	28,873	30,381	28,642	28,207	28,137	31,815	343,609
Building materials group stores	3,201	3,072	4,079	4,134	4,571	4,437	4,126	4,264	4,141	4,166	3,892	3,768	47,851
Automotive dealers	14,851	15,271	19,068	17,552	19,369	19,763	18,062	18,945	17,694	17,335	16,257	16,092	210,259
Furniture group stores	3,279	3,054	3,434	3,225	3,503	3,557	3,557	3,789	3,716	3,703	4,371	5,546	44,734
Nondurable goods, total	34,855	34,284	39,200	38,979	40,306	39,534	39,468	40,669	38,570	39,241	42,084	51,394	478,584
General merchandise group stores	6,763	6,945	8,423	8,608	8,811	8,630	8,554	9,063	8,379	8,790	11,024	15,899	109,889
Dept. stores (excl. leased depts.)	5,240	5,443	6,675	6,822	6,896	6,783	6,801	7,187	6,652	6,982	8,825	12,671	86,977
Dept. stores (incl. leased depts.) <sup>1</sup>	5,314	5,522	6,771	6,923	6,992	6,873	6,886	7,293	6,743	7,071	8,944	12,811	88,143
Food group stores	11,522	10,910	12,144	11,894	12,353	12,231	12,396	12,400	11,992	11,920	12,122	13,297	145,181
Grocery stores	11,160	10,542	11,751	11,497	11,942	11,837	12,007	11,997	11,595	11,530	11,706	12,787	140,351
Gasoline service stations	3,869	3,701	4,147	4,130	4,438	4,417	4,402	4,390	4,077	4,076	3,949	4,034	49,630
Apparel & accessory stores	2,198	2,305	3,039	3,125	3,048	2,920	2,864	3,296	3,027	2,989	3,653	5,319	37,783
Eating and drinking places	5,866	5,762	6,567	6,636	6,819	6,754	6,892	6,910	6,449	6,545	6,210	6,635	78,045
Drug & proprietary stores	2,419	2,374	2,541	2,430	2,530	2,418	2,317	2,417	2,417	2,504	2,583	3,231	30,181
GAF, total <sup>2</sup>	14,110	14,081	16,766	16,893	17,471	17,184	16,980	18,422	17,226	17,533	21,764	32,062	220,492
<b>West</b>													
Retail sales, total	36,213	35,259	40,251	39,283	41,948	42,804	41,947	43,501	41,519	41,324	42,660	50,827	497,536
Durable goods, total	13,803	13,766	15,820	15,293	16,718	17,359	16,524	17,333	16,749	16,393	16,350	18,579	194,687
Building materials group stores	1,680	1,835	2,210	2,354	2,686	2,630	2,478	2,691	2,476	2,542	2,340	2,210	28,132
Automotive dealers	7,748	7,771	9,044	8,572	9,343	9,850	9,269	9,528	9,453	9,065	8,540	8,307	106,490
Furniture group stores	2,422	2,205	2,458	2,264	2,341	2,398	2,338	2,492	2,488	2,453	2,790	3,515	30,164
Nondurable goods, total	22,410	21,493	24,431	23,990	25,230	25,445	25,423	26,168	24,770	24,931	26,310	32,248	302,849
General merchandise group stores	4,200	4,116	4,833	4,872	5,180	5,252	5,183	5,490	5,072	5,231	6,175	9,204	64,808
Dept. stores (excl. leased depts.)	2,780	2,799	3,305	3,332	3,529	3,560	3,562	3,805	3,500	3,573	4,372	6,762	44,879
Dept. stores (incl. leased depts.) <sup>1</sup>	2,834	2,859	3,375	3,403	3,600	3,626	3,628	3,878	3,571	3,642	4,457	6,872	45,745
Food group stores	7,442	6,949	7,827	7,583	7,831	7,870	7,992	7,925	7,749	7,582	7,733	8,720	93,203
Grocery stores	7,054	6,570	7,409	7,157	7,437	7,456	7,580	7,519	7,338	7,153	7,304	8,076	88,053
Gasoline service stations	2,485	2,399	2,618	2,595	2,833	2,830	2,870	2,961	2,718	2,705	2,581	2,556	32,151
Apparel & accessory stores	1,395	1,410	1,753	1,780	1,826	1,898	1,897	2,051	1,851	1,793	2,141	3,167	22,962
Eating and drinking places	4,168	4,041	4,529	4,517	4,698	4,770	4,840	4,839	4,557	4,673	4,533	4,770	54,985
Drug & proprietary stores	1,223	1,173	1,254	1,251	1,299	1,259	1,210	1,241	1,197	1,222	1,233	1,611	15,173
GAF, total <sup>2</sup>	9,434	9,144	10,577	10,406	10,980	11,178	11,048	11,885	11,038	11,110	13,144	19,694	139,638

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1994												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Northeast</b>													
Retail sales, total	29,224	29,085	34,802	34,707	36,070	36,938	35,371	36,995	35,960	36,550	37,464	44,852	428,018
Durable goods, total	9,499	9,962	12,607	13,155	13,705	14,361	13,133	14,001	13,426	13,328	13,076	14,716	154,969
Building materials group stores	1,216	1,082	1,418	1,871	2,208	2,187	1,965	2,062	2,015	2,074	1,876	1,796	21,770
Automotive dealers	5,411	6,046	7,936	8,020	7,939	8,404	7,546	7,989	7,722	7,552	7,085	6,434	88,084
Furniture group stores	1,384	1,375	1,588	1,553	1,601	1,731	1,675	1,798	1,693	1,783	2,009	2,538	20,728
Nondurable goods, total	19,725	19,123	22,195	21,552	22,365	22,577	22,238	22,994	22,534	23,222	24,388	30,136	273,049
General merchandise group stores	2,356	2,540	3,228	3,322	3,515	3,641	3,308	3,627	3,620	3,874	4,852	7,147	45,030
Dept. stores (excl. leased depts.)	1,732	1,896	2,448	2,554	2,688	2,772	2,502	2,790	2,788	3,006	3,847	5,681	34,704
Dept. stores (incl. leased depts.) <sup>1</sup>	1,791	1,953	2,521	2,635	2,769	2,853	2,574	2,872	2,873	3,089	3,953	5,807	35,690
Food group stores	6,532	6,017	6,769	6,505	6,847	6,908	6,998	6,818	6,711	6,738	6,713	7,461	81,017
Grocery stores	6,077	5,561	6,253	5,980	6,284	6,369	6,433	6,244	6,149	6,153	6,152	6,775	74,430
Gasoline service stations	1,799	1,740	1,902	1,868	1,988	2,073	2,113	2,188	2,048	2,086	2,023	2,088	23,916
Apparel & accessory stores	1,525	1,589	2,129	2,238	2,191	2,165	2,001	2,387	2,394	2,457	2,678	3,831	27,585
Eating and drinking places	2,881	2,984	3,429	3,494	3,703	3,786	3,859	3,865	3,614	3,560	3,322	3,568	42,065
Drug & proprietary stores	1,384	1,328	1,514	1,400	1,470	1,455	1,457	1,494	1,450	1,500	1,491	1,887	17,830
GAF, total <sup>2</sup>	6,311	6,546	8,130	8,341	8,648	8,918	8,310	9,297	9,105	9,488	11,155	16,754	111,003
<b>Midwest</b>													
Retail sales, total	36,950	37,608	45,231	45,207	45,831	46,440	44,854	47,465	45,173	46,632	47,706	56,580	545,677
Durable goods, total	13,785	14,827	18,821	19,083	18,622	19,210	17,611	19,070	18,087	18,321	17,949	20,133	215,519
Building materials group stores	1,578	1,480	2,022	2,457	2,904	2,713	2,535	2,679	2,521	2,598	2,297	2,186	27,970
Automotive dealers	8,898	9,966	12,931	12,754	11,684	12,303	11,043	12,018	11,396	11,467	10,756	10,304	135,520
Furniture group stores	1,887	1,910	2,247	2,167	2,152	2,292	2,245	2,427	2,332	2,425	2,779	3,690	28,553
Nondurable goods, total	23,165	22,781	26,410	26,124	27,209	27,230	27,243	28,395	27,086	28,311	29,757	36,447	330,158
General merchandise group stores	4,371	4,397	5,507	5,504	5,783	5,840	5,543	6,081	5,663	6,279	7,453	10,852	73,723
Dept. stores (excl. leased depts.)	3,596	3,615	4,571	4,540	4,757	4,813	4,574	5,070	4,708	5,214	6,232	9,105	60,795
Dept. stores (incl. leased depts.) <sup>1</sup>	3,667	3,689	4,660	4,632	4,848	4,906	4,658	5,164	4,801	5,312	6,350	9,272	61,959
Food group stores	6,826	6,424	7,123	7,101	7,384	7,443	7,649	7,544	7,276	7,325	7,406	8,313	87,814
Grocery stores	6,510	6,094	6,750	6,730	6,992	7,068	7,270	7,162	6,910	6,936	7,019	7,770	83,211
Gasoline service stations	2,786	2,645	2,919	2,964	3,144	3,224	3,355	3,437	3,283	3,282	3,142	3,204	37,385
Apparel & accessory stores	1,292	1,345	1,775	1,707	1,744	1,709	1,662	2,006	1,824	1,905	2,170	3,214	22,353
Eating and drinking places	3,841	4,092	4,700	4,640	4,892	4,973	5,192	5,185	4,885	4,912	4,624	4,975	56,911
Drug & proprietary stores	1,638	1,562	1,753	1,683	1,733	1,715	1,681	1,755	1,686	1,747	1,747	2,181	20,881
GAF, total <sup>2</sup>	8,598	8,721	10,700	10,608	10,950	11,122	10,681	11,897	11,108	11,897	14,081	21,151	141,514
<b>South</b>													
Retail sales, total	53,872	55,139	64,825	63,298	65,106	65,397	64,002	66,762	63,755	64,631	67,017	80,923	774,727
Durable goods, total	21,007	22,071	26,924	26,256	27,279	27,978	26,145	27,805	26,803	26,149	26,744	30,795	315,956
Building materials group stores	2,754	2,917	3,948	4,239	4,462	4,344	4,024	4,282	4,180	3,921	3,883	3,737	46,691
Automotive dealers	13,104	14,002	17,279	16,371	16,767	17,428	15,962	16,867	16,237	15,828	15,459	15,708	191,012
Furniture group stores	2,782	2,758	3,084	2,981	3,101	3,170	3,200	3,385	3,344	3,424	3,933	5,134	40,296
Nondurable goods, total	32,865	33,068	37,901	37,042	37,827	37,419	37,857	38,957	36,952	38,482	40,273	50,128	458,771
General merchandise group stores	6,314	6,691	8,099	7,850	8,113	8,049	7,927	8,460	7,777	8,553	10,133	15,377	103,343
Dept. stores (excl. leased depts.)	4,834	5,147	6,322	6,107	6,273	6,226	6,193	6,638	6,076	6,709	7,936	12,073	80,534
Dept. stores (incl. leased depts.) <sup>1</sup>	4,911	5,235	6,424	6,214	6,373	6,321	6,286	6,741	6,173	6,808	8,053	12,234	81,773
Food group stores	10,960	10,481	11,679	11,435	11,661	11,659	11,896	11,812	11,555	11,543	11,559	12,807	139,047
Grocery stores	10,638	10,150	11,301	11,072	11,264	11,293	11,544	11,452	11,220	11,209	11,163	12,316	134,622
Gasoline service stations	3,657	3,610	4,025	4,046	4,184	4,226	4,340	4,505	4,176	4,177	4,109	4,170	49,225
Apparel & accessory stores	2,157	2,317	3,052	2,916	2,855	2,782	2,822	3,247	2,831	3,065	3,454	5,293	36,791
Eating and drinking places	5,277	5,468	6,228	6,249	6,371	6,262	6,539	6,389	6,045	6,390	6,064	6,509	73,791
Drug & proprietary stores	2,258	2,171	2,392	2,287	2,315	2,243	2,201	2,314	2,244	2,298	2,334	2,998	28,055
GAF, total <sup>2</sup>	12,874	13,390	15,993	15,535	16,011	15,971	15,866	17,296	15,930	17,034	20,045	30,770	206,715
<b>West</b>													
Retail sales, total	34,354	33,764	38,924	37,997	39,388	40,469	40,751	41,703	40,069	40,641	41,224	49,619	478,903
Durable goods, total	13,125	13,110	15,244	14,950	15,570	16,202	16,212	16,657	16,226	16,098	15,578	17,992	186,964
Building materials group stores	1,622	1,572	2,121	2,206	2,362	2,405	2,332	2,451	2,415	2,264	2,169	1,992	25,911
Automotive dealers	7,585	7,628	8,783	8,623	8,825	9,245	9,263	9,292	9,089	9,214	8,273	8,056	103,876
Furniture group stores	2,082	1,981	2,256	2,119	2,228	2,295	2,345	2,427	2,441	2,488	2,744	3,666	29,072
Nondurable goods, total	21,229	20,654	23,680	23,047	23,818	24,267	24,539	25,046	23,843	24,543	25,646	31,627	291,939
General merchandise group stores	3,918	3,937	4,695	4,548	4,831	4,890	4,815	5,115	5,133	5,133	6,058	8,825	61,557
Dept. stores (excl. leased depts.)	2,582	2,617	3,215	3,078	3,284	3,341	3,300	3,558	3,272	3,503	4,303	6,533	42,586
Dept. stores (incl. leased depts.) <sup>1</sup>	2,648	2,692	3,302	3,161	3,363	3,416	3,374	3,637	3,352	3,577	4,394	6,654	43,570
Food group stores	7,140	6,723	7,606	7,327	7,519	7,708	7,897	7,693	7,579	7,594	7,566	8,615	90,967
Grocery stores	6,780	6,375	7,215	6,963	7,162	7,333	7,508	7,316	7,179	7,163	7,152	7,988	86,134
Gasoline service stations	2,291	2,222	2,460	2,450	2,616	2,717	2,764	2,895	2,676	2,735	2,658	2,661	31,145
Apparel & accessory stores	1,344	1,408	1,830	1,767	1,783	1,903	1,939	2,062	1,805	1,872	2,185	3,235	23,133
Eating and drinking places	3,948	3,837	4,250	4,242	4,293	4,288	4,456	4,392	4,166	4,315	4,118	4,413	50,718
Drug & proprietary stores	1,206	1,127	1,248	1,235	1,253	1,240	1,219	1,251	1,177	1,219	1,216	1,652	15,043
GAF, total <sup>2</sup>	8,681	8,733	10,287	9,851	10,344	10,636	10,687	11,394	10,665	11,089	12,891	19,298	134,556

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1993												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Northeast</b>													
Retail sales, total	28,994	27,493	30,869	32,834	33,805	34,532	34,529	34,593	33,777	34,607	35,440	43,053	404,526
Durable goods, total	9,431	8,895	10,434	11,856	12,055	12,954	12,838	12,804	12,043	11,973	11,864	13,875	141,022
Building materials group stores	1,169	1,130	1,320	1,675	2,042	2,004	1,906	1,793	1,785	1,806	1,653	1,651	19,934
Automotive dealers	5,214	4,990	6,144	7,046	6,733	7,375	7,217	7,334	6,728	6,739	6,454	6,073	78,047
Furniture group stores	1,425	1,314	1,440	1,466	1,481	1,538	1,665	1,597	1,559	1,582	1,735	2,240	19,042
Nondurable goods, total	19,563	18,598	20,435	20,978	21,750	21,578	21,691	21,789	21,734	22,634	23,576	29,178	263,504
General merchandise group stores	2,346	2,431	2,859	3,232	3,471	3,287	3,132	3,347	3,404	3,661	4,544	6,828	42,542
Dept. stores (excl. leased depts.)	1,727	1,769	2,116	2,446	2,644	2,488	2,322	2,538	2,590	2,814	3,557	5,400	32,411
Dept. stores (incl. leased depts.)	1,782	1,830	2,185	2,528	2,728	2,564	2,393	2,616	2,673	2,894	3,656	5,529	33,378
Food group stores	6,353	5,848	6,309	6,286	6,617	6,626	6,981	6,583	6,546	6,690	6,559	7,362	78,760
Grocery stores	5,919	5,419	5,860	5,794	6,090	6,122	6,443	6,053	6,053	6,159	6,034	6,728	72,674
Gasoline service stations	1,822	1,750	1,864	1,910	2,064	2,063	2,068	2,025	1,930	2,000	1,933	1,975	23,404
Apparel & accessory stores	1,654	1,540	1,843	2,273	2,278	2,131	2,068	2,344	2,355	2,428	2,601	3,692	27,207
Eating and drinking places	3,106	2,883	3,110	3,217	3,467	3,598	3,584	3,652	3,483	3,529	3,219	3,418	40,266
Drug & proprietary stores	1,334	1,366	1,422	1,463	1,457	1,470	1,449	1,434	1,425	1,453	1,469	1,912	17,654
GAF, total <sup>2</sup>	6,522	6,292	7,190	8,149	8,483	8,357	8,314	8,775	8,704	9,000	10,468	16,044	106,298
<b>Midwest</b>													
Retail sales, total	35,307	34,390	40,712	42,198	43,558	43,101	43,277	43,466	41,872	43,542	44,590	52,929	508,942
Durable goods, total	12,424	12,495	15,780	16,520	16,790	17,319	16,891	16,815	16,093	16,304	16,335	18,608	192,374
Building materials group stores	1,414	1,371	1,850	2,177	2,532	2,501	2,390	2,371	2,310	2,344	2,215	2,139	25,614
Automotive dealers	7,870	8,150	10,537	10,966	10,769	11,119	10,839	10,669	10,083	10,262	9,833	9,610	120,707
Furniture group stores	1,754	1,650	1,902	1,784	1,837	1,980	2,034	2,041	2,058	2,074	2,421	3,227	24,762
Nondurable goods, total	22,883	21,895	24,932	25,678	26,768	25,782	26,386	26,651	25,779	27,238	28,255	34,321	316,568
General merchandise group stores	4,035	3,971	4,821	5,127	5,506	5,263	5,264	5,638	5,376	5,932	6,897	10,021	67,851
Dept. stores (excl. leased depts.)	3,291	3,229	3,967	4,207	4,507	4,297	4,288	4,673	4,449	4,903	5,712	8,365	55,888
Dept. stores (incl. leased depts.)	3,356	3,299	4,047	4,293	4,592	4,378	4,366	4,759	4,536	4,993	5,823	8,518	56,960
Food group stores	6,828	6,395	6,867	7,123	7,415	7,184	7,565	7,170	6,895	7,176	7,060	7,821	85,499
Grocery stores	6,515	6,069	6,530	6,725	7,013	6,791	7,152	6,758	6,531	6,766	6,670	7,299	80,819
Gasoline service stations	2,830	2,674	2,966	3,032	3,234	3,192	3,224	3,127	2,971	3,125	2,947	2,946	36,268
Apparel & accessory stores	1,379	1,327	1,623	1,811	1,840	1,724	1,750	1,964	1,893	1,919	2,131	3,145	22,506
Eating and drinking places	3,903	3,737	4,384	4,451	4,671	4,635	4,814	4,986	4,628	4,682	4,343	4,618	53,852
Drug & proprietary stores	1,569	1,519	1,678	1,675	1,661	1,672	1,693	1,664	1,631	1,677	1,685	2,137	20,261
GAF, total <sup>2</sup>	8,112	7,870	9,358	9,859	10,379	10,171	10,210	10,904	10,489	11,073	12,946	19,542	130,913
<b>South</b>													
Retail sales, total	51,079	51,093	56,864	58,600	60,516	59,554	60,802	60,121	58,017	59,806	62,301	75,139	713,892
Durable goods, total	18,710	19,151	21,718	22,584	23,557	23,865	23,784	23,307	22,872	22,678	23,649	27,534	273,409
Building materials group stores	2,532	2,661	3,093	3,543	3,761	3,666	3,426	3,470	3,375	3,486	3,447	3,479	39,939
Automotive dealers	11,284	11,945	13,671	13,943	14,486	14,824	14,910	14,232	14,014	13,592	13,734	14,321	164,956
Furniture group stores	2,688	2,512	2,772	2,784	2,871	2,875	3,014	2,988	2,933	3,035	3,400	4,319	36,191
Nondurable goods, total	32,369	31,942	35,146	36,016	36,959	35,689	37,018	36,814	35,145	37,128	38,652	47,605	440,483
General merchandise group stores	5,973	6,176	7,002	7,426	7,771	7,377	7,519	7,839	7,206	8,081	9,566	14,376	96,312
Dept. stores (excl. leased depts.)	4,461	4,639	5,312	5,641	5,873	5,557	5,597	6,019	5,504	6,221	7,307	11,051	73,282
Dept. stores (incl. leased depts.)	4,537	4,725	5,404	5,739	5,972	5,653	5,788	6,115	5,594	6,306	7,412	11,205	74,450
Food group stores	10,805	10,260	11,047	11,169	11,433	11,189	11,781	11,164	10,944	11,165	10,999	12,255	134,211
Grocery stores	10,470	9,907	10,682	10,795	11,055	10,809	11,420	10,813	10,608	10,835	10,638	11,810	129,842
Gasoline service stations	3,837	3,756	4,092	4,119	4,249	4,166	4,314	4,209	3,911	4,081	3,982	3,950	48,666
Apparel & accessory stores	2,228	2,247	2,692	2,994	2,876	2,665	2,790	3,050	2,776	2,960	3,327	4,921	35,526
Eating and drinking places	5,379	5,281	5,838	6,012	6,302	6,215	6,451	6,396	6,040	6,261	5,902	6,041	72,118
Drug & proprietary stores	2,124	2,214	2,320	2,279	2,258	2,155	2,175	2,110	2,071	2,128	2,168	2,936	26,938
GAF, total <sup>2</sup>	12,447	12,360	13,992	14,870	15,243	14,638	15,018	15,713	14,630	15,815	18,554	28,005	191,285
<b>West</b>													
Retail sales, total	32,392	31,359	35,498	36,002	37,492	37,638	38,387	38,028	36,536	37,555	38,033	46,508	445,428
Durable goods, total	12,075	11,664	13,461	13,847	14,423	15,031	15,075	14,622	14,197	14,375	13,952	16,599	169,321
Building materials group stores	1,479	1,448	1,911	2,118	2,260	2,244	2,227	2,176	2,167	2,096	1,899	1,932	23,957
Automotive dealers	6,739	6,586	7,676	7,765	8,018	8,330	8,533	7,925	7,924	8,144	7,457	7,525	92,622
Furniture group stores	1,969	1,800	2,002	1,917	1,985	2,066	2,005	2,059	2,041	2,122	2,342	3,096	25,404
Nondurable goods, total	20,317	19,695	22,037	22,155	23,069	22,607	23,312	23,406	22,339	23,180	24,081	29,909	276,107
General merchandise group stores	3,677	3,709	4,310	4,318	4,692	4,509	4,582	4,831	4,487	4,770	5,615	8,408	57,908
Dept. stores (excl. leased depts.)	2,373	2,379	2,838	2,857	3,090	2,972	3,036	3,285	2,984	3,197	3,858	6,044	38,913
Dept. stores (incl. leased depts.)	2,441	2,455	2,926	2,945	3,180	3,055	3,117	3,371	3,069	3,280	3,958	6,188	39,985
Food group stores	6,806	6,402	7,065	7,098	7,305	7,217	7,541	7,224	7,208	7,246	7,181	8,215	86,508
Grocery stores	6,507	6,092	6,741	6,731	6,955	6,855	7,176	6,879	6,855	6,856	6,815	7,626	82,088
Gasoline service stations	2,290	2,207	2,392	2,413	2,537	2,567	2,686	2,681	2,481	2,605	2,511	2,464	29,834
Apparel & accessory stores	1,362	1,339	1,637	1,706	1,753	1,769	1,838	1,910	1,723	1,751	2,046	3,103	21,937
Eating and drinking places	3,670	3,567	3,917	3,989	4,081	3,967	4,100	4,154	3,787	4,086	3,810	4,097	47,225
Drug & proprietary stores	1,144	1,104	1,224	1,236	1,213	1,215	1,211	1,194	1,170	1,207	1,196	1,648	14,762
GAF, total <sup>2</sup>	8,264	8,072	9,265	9,300	9,868	9,783	9,899	10,401	9,730	10,100	11,771	18,018	124,471

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1992													Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
Northeast														
Retail sales, total . . . . .	28,289	28,349	30,348	31,473	32,816	33,057	32,868	32,922	31,743	33,510	33,050	41,030	389,455	
Durable goods, total . . . . .	9,222	9,609	10,467	10,980	11,431	11,990	11,611	11,061	10,846	11,117	10,165	12,637	131,136	
Building materials group stores . . . . .	1,082	1,103	1,335	1,616	1,927	1,953	1,781	1,620	1,642	1,732	1,403	1,573	18,767	
Automotive dealers . . . . .	5,037	5,370	6,007	6,245	6,286	6,718	6,484	6,066	5,897	6,008	5,196	5,115	70,429	
Furniture group stores . . . . .	1,352	1,355	1,405	1,390	1,447	1,487	1,506	1,474	1,423	1,504	1,539	2,073	17,955	
Nondurable goods, total . . . . .	19,067	18,740	19,881	20,493	21,385	21,067	21,257	21,861	20,897	22,393	22,885	28,393	258,319	
General merchandise group stores . . . . .	2,217	2,369	2,705	3,001	3,227	3,014	2,780	3,153	3,047	3,389	4,197	6,466	39,565	
Dept. stores (excl. leased depts.) . . . . .	1,628	1,804	2,119	2,342	2,539	2,356	2,134	2,471	2,392	2,660	3,314	5,079	30,838	
Dept. stores (incl. leased depts.) . . . . .	1,684	1,869	2,192	2,427	2,622	2,431	2,205	2,550	2,473	2,748	3,414	5,214	31,829	
Food group stores . . . . .	6,205	5,967	6,203	6,272	6,542	6,397	6,720	6,511	6,306	6,591	6,319	7,040	77,073	
Grocery stores . . . . .	5,743	5,523	5,747	5,795	6,030	5,897	6,199	5,996	5,815	6,090	5,839	6,459	71,133	
Gasoline service stations . . . . .	1,961	1,792	1,828	1,814	1,993	2,061	2,087	2,126	1,988	2,044	1,946	1,989	23,629	
Apparel & accessory stores . . . . .	1,513	1,563	1,803	2,154	2,165	2,122	2,067	2,494	2,382	2,498	2,590	3,754	27,105	
Eating and drinking places . . . . .	3,008	3,098	3,318	3,243	3,570	3,559	3,562	3,649	3,227	3,374	3,260	3,483	40,351	
Drug & proprietary stores . . . . .	1,355	1,334	1,339	1,402	1,385	1,367	1,409	1,373	1,336	1,395	1,329	1,744	16,768	
GAF, total <sup>2</sup> . . . . .	6,322	6,581	7,107	7,754	8,082	7,899	7,610	8,468	8,154	8,698	9,863	15,458	101,996	
Midwest														
Retail sales, total . . . . .	33,599	33,595	36,345	38,083	40,288	39,572	39,719	40,191	39,014	41,650	40,790	48,960	471,806	
Durable goods, total . . . . .	11,695	11,908	13,156	14,391	15,043	15,410	15,156	14,741	14,889	15,215	13,849	16,108	171,561	
Building materials group stores . . . . .	1,504	1,407	1,622	1,934	2,303	2,234	2,162	2,082	2,081	2,165	1,730	1,771	22,995	
Automotive dealers . . . . .	7,444	7,733	8,560	9,303	9,324	9,688	9,554	9,108	9,368	9,482	8,235	7,995	105,794	
Furniture group stores . . . . .	1,629	1,610	1,720	1,686	1,708	1,808	1,777	1,825	1,855	1,918	2,070	2,753	22,359	
Nondurable goods, total . . . . .	21,904	21,687	23,189	23,692	25,245	24,162	24,563	25,450	24,125	26,435	26,941	32,852	300,245	
General merchandise group stores . . . . .	3,671	3,897	4,495	4,723	5,150	4,800	4,710	5,288	4,764	5,475	6,434	9,348	62,755	
Dept. stores (excl. leased depts.) . . . . .	3,004	3,226	3,746	3,914	4,245	3,942	3,842	4,391	3,922	4,526	5,334	7,745	51,837	
Dept. stores (incl. leased depts.) . . . . .	3,067	3,300	3,832	4,003	4,332	4,028	3,924	4,483	4,010	4,628	5,449	7,905	52,961	
Food group stores . . . . .	6,654	6,329	6,474	6,704	7,080	6,834	7,219	7,042	6,705	7,095	6,908	7,601	82,645	
Grocery stores . . . . .	6,344	6,007	6,145	6,310	6,674	6,460	6,832	6,674	6,357	6,710	6,550	7,140	78,203	
Gasoline service stations . . . . .	2,749	2,641	2,838	2,897	3,228	3,192	3,207	3,171	3,062	3,237	3,021	3,072	36,315	
Apparel & accessory stores . . . . .	1,235	1,319	1,563	1,709	1,768	1,664	1,638	2,010	1,784	1,945	2,073	3,161	21,869	
Eating and drinking places . . . . .	3,696	3,740	3,949	3,892	4,232	4,008	4,087	4,251	4,001	4,431	4,072	4,218	48,577	
Drug & proprietary stores . . . . .	1,507	1,497	1,581	1,588	1,595	1,581	1,577	1,596	1,553	1,645	1,587	2,040	19,347	
GAF, total <sup>2</sup> . . . . .	7,358	7,671	8,693	9,194	9,793	9,420	9,267	10,316	9,514	10,460	11,958	18,265	121,909	
South														
Retail sales, total . . . . .	47,391	48,728	52,994	53,928	55,964	55,236	55,911	55,846	54,022	56,626	56,564	69,643	662,853	
Durable goods, total . . . . .	16,671	17,689	19,704	20,021	20,896	21,602	21,311	20,341	20,585	20,720	19,779	23,993	243,312	
Building materials group stores . . . . .	2,262	2,487	2,984	3,261	3,400	3,382	3,199	3,115	3,212	3,165	2,878	2,981	36,326	
Automotive dealers . . . . .	10,214	10,942	12,222	12,228	12,717	13,300	13,151	12,080	12,497	12,528	11,221	12,151	145,251	
Furniture group stores . . . . .	2,385	2,362	2,487	2,432	2,513	2,549	2,735	2,663	2,592	2,727	2,984	3,905	32,334	
Nondurable goods, total . . . . .	30,720	31,039	33,290	33,907	35,068	33,634	34,600	35,505	33,437	35,906	36,785	45,650	419,541	
General merchandise group stores . . . . .	5,382	5,885	6,520	6,771	7,041	6,607	6,646	7,296	6,582	7,387	8,899	13,391	88,407	
Dept. stores (excl. leased depts.) . . . . .	3,992	4,452	5,020	5,189	5,332	5,014	5,038	5,584	4,973	5,621	6,802	10,159	67,176	
Dept. stores (incl. leased depts.) . . . . .	4,069	4,538	5,119	5,291	5,423	5,101	5,120	5,673	5,063	5,718	6,906	10,312	68,333	
Food group stores . . . . .	10,714	10,359	10,857	10,926	11,337	11,052	11,582	11,244	10,752	11,218	10,857	11,954	132,852	
Grocery stores . . . . .	10,373	10,007	10,474	10,552	10,963	10,695	11,221	10,888	10,421	10,876	10,521	11,514	128,505	
Gasoline service stations . . . . .	3,694	3,610	3,894	3,971	4,182	4,169	4,316	4,273	4,021	4,175	4,020	4,121	48,446	
Apparel & accessory stores . . . . .	1,980	2,155	2,556	2,837	2,679	2,534	2,576	2,974	2,656	2,878	3,119	4,879	33,823	
Eating and drinking places . . . . .	4,689	4,899	5,311	5,175	5,531	5,302	5,554	5,763	5,395	5,780	5,464	5,745	64,608	
Drug & proprietary stores . . . . .	2,175	2,184	2,209	2,264	2,244	2,155	2,094	2,128	2,036	2,184	2,108	2,765	26,546	
GAF, total <sup>2</sup> . . . . .	11,070	11,775	12,968	13,491	13,841	13,260	13,509	14,672	13,397	14,642	17,024	26,297	175,946	
West														
Retail sales, total . . . . .	31,990	31,603	34,157	34,690	35,855	35,591	36,285	36,304	34,716	36,348	36,009	43,927	427,475	
Durable goods, total . . . . .	11,368	11,462	12,903	13,076	13,118	13,728	13,742	13,255	13,062	13,726	12,824	15,331	157,595	
Building materials group stores . . . . .	1,445	1,485	1,797	2,052	2,149	2,097	2,142	1,985	1,994	2,009	1,804	1,791	22,750	
Automotive dealers . . . . .	6,175	6,315	7,342	7,394	7,191	7,747	7,683	7,226	7,211	7,677	6,736	6,764	85,461	
Furniture group stores . . . . .	1,897	1,841	1,937	1,869	1,899	1,961	1,977	1,982	1,914	2,005	2,104	2,913	24,299	
Nondurable goods, total . . . . .	20,622	20,141	21,254	21,614	22,737	21,863	22,543	23,049	21,654	22,622	23,185	28,596	269,880	
General merchandise group stores . . . . .	3,621	3,720	4,092	4,175	4,482	4,276	4,326	4,666	4,261	4,614	5,439	8,021	55,693	
Dept. stores (excl. leased depts.) . . . . .	2,205	2,357	2,682	2,713	2,938	2,758	2,794	3,100	2,748	2,975	3,623	5,679	36,572	
Dept. stores (incl. leased depts.) . . . . .	2,267	2,437	2,769	2,799	3,027	2,840	2,874	3,187	2,837	3,065	3,728	5,832	37,662	
Food group stores . . . . .	6,763	6,549	6,826	6,926	7,288	7,042	7,385	7,183	6,938	7,078	6,828	7,723	84,529	
Grocery stores . . . . .	6,447	6,230	6,480	6,573	6,952	6,696	7,038	6,868	6,614	6,730	6,503	7,176	80,307	
Gasoline service stations . . . . .	2,104	2,028	2,165	2,203	2,433	2,452	2,615	2,648	2,498	2,546	2,431	2,437	28,560	
Apparel & accessory stores . . . . .	1,340	1,404	1,583	1,670	1,731	1,728	1,743	1,870	1,653	1,744	1,956	2,993	21,415	
Eating and drinking places . . . . .	4,006	3,836	4,017	3,952	4,076	3,733	3,907	4,034	3,634	3,860	3,738	3,835	46,628	
Drug & proprietary stores . . . . .	1,281	1,240	1,272	1,307	1,264	1,244	1,165	1,196	1,165	1,233	1,167	1,593	15,127	
GAF, total <sup>2</sup> . . . . .	8,099	8,233	8,878	8,954	9,426	9,292	9,388	9,939	9,173	9,758	11,139	17,100	119,379	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1991													Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
Northeast														
Retail sales, total . . . . .	27,133	26,631	30,725	30,505	33,208	32,287	32,049	33,067	31,065	31,690	32,892	38,062	379,314	
Durable goods, total . . . . .	8,563	9,044	10,501	10,973	11,760	11,613	11,491	11,271	10,903	10,796	10,614	11,841	129,370	
Building materials group stores . . . . .	996	1,011	1,165	1,455	1,693	1,576	1,538	1,493	1,418	1,494	1,334	1,228	16,401	
Automotive dealers . . . . .	4,498	4,979	5,963	6,290	6,449	6,441	6,441	6,139	5,995	5,870	5,415	4,556	69,036	
Furniture group stores . . . . .	1,328	1,294	1,437	1,416	1,530	1,489	1,532	1,516	1,432	1,449	1,521	1,953	17,897	
Nondurable goods, total . . . . .	18,570	17,587	20,224	19,532	21,448	20,674	20,558	21,796	20,162	20,894	22,278	26,221	249,944	
General merchandise group stores . . . . .	1,939	2,073	2,739	2,788	3,190	2,919	2,682	3,083	2,863	3,084	4,067	5,868	37,295	
Dept. stores (excl. leased depts.) . . . . .	1,474	1,627	2,165	2,229	2,526	2,277	2,058	2,465	2,268	2,452	3,255	4,788	29,584	
Dept. stores (incl. leased depts.) . . . . .	1,533	1,691	2,251	2,311	2,612	2,352	2,126	2,548	2,341	2,532	3,350	4,915	30,562	
Food group stores . . . . .	6,246	5,810	6,648	6,137	6,984	6,720	6,836	6,940	6,294	6,394	6,472	6,745	78,226	
Grocery stores . . . . .	5,761	5,324	6,117	5,612	6,383	6,123	6,234	6,358	5,781	5,887	5,969	6,193	71,742	
Gasoline service stations . . . . .	1,992	1,798	1,917	2,022	2,217	2,176	2,221	2,258	2,051	2,129	2,058	2,060	24,899	
Apparel & accessory stores . . . . .	1,456	1,468	2,029	2,030	2,168	1,952	1,816	2,271	2,077	2,088	2,359	3,198	24,912	
Eating and drinking places . . . . .	2,767	2,814	3,150	3,189	3,510	3,661	3,629	3,783	3,429	3,443	3,280	3,461	40,116	
Drug & proprietary stores . . . . .	1,229	1,190	1,311	1,236	1,284	1,295	1,274	1,320	1,277	1,339	1,310	1,719	15,784	
GAF, total <sup>2</sup> . . . . .	5,946	6,044	7,483	7,443	8,244	7,720	7,381	8,355	7,839	8,058	9,738	14,267	98,518	
Midwest														
Retail sales, total . . . . .	31,382	30,818	36,445	36,980	39,838	38,471	38,117	39,439	35,923	37,809	38,271	43,949	447,442	
Durable goods, total . . . . .	10,324	10,739	12,906	13,805	14,484	14,069	14,040	13,903	12,778	13,155	12,457	13,813	156,473	
Building materials group stores . . . . .	1,282	1,256	1,579	2,036	2,263	2,086	2,131	2,103	1,860	1,969	1,718	1,623	21,906	
Automotive dealers . . . . .	6,551	7,015	8,456	8,878	9,141	8,984	8,916	8,680	8,053	8,221	7,405	7,245	97,545	
Furniture group stores . . . . .	1,434	1,385	1,568	1,606	1,650	1,639	1,712	1,707	1,598	1,669	1,809	2,282	20,059	
Nondurable goods, total . . . . .	21,058	20,079	23,539	23,175	25,354	24,402	24,077	25,536	23,145	24,654	25,814	30,136	290,969	
General merchandise group stores . . . . .	3,316	3,325	4,351	4,300	4,864	4,524	4,226	4,867	4,290	4,861	5,900	8,348	57,172	
Dept. stores (excl. leased depts.) . . . . .	2,680	2,727	3,613	3,549	3,939	3,693	3,462	4,070	3,578	4,032	4,919	7,006	47,268	
Dept. stores (incl. leased depts.) . . . . .	2,746	2,807	3,718	3,642	4,036	3,778	3,541	4,168	3,662	4,126	5,030	7,158	48,412	
Food group stores . . . . .	6,449	6,007	6,871	6,637	7,384	7,173	7,151	7,213	6,569	6,770	6,833	7,185	82,242	
Grocery stores . . . . .	6,122	5,679	6,496	6,266	6,968	6,751	6,760	6,832	6,229	6,410	6,484	6,737	77,734	
Gasoline service stations . . . . .	3,099	2,669	2,935	2,997	3,221	3,236	3,237	3,292	3,032	3,140	2,994	2,978	36,830	
Apparel & accessory stores . . . . .	1,160	1,190	1,654	1,586	1,697	1,548	1,517	1,916	1,570	1,677	1,885	2,710	20,110	
Eating and drinking places . . . . .	3,301	3,305	3,786	3,809	4,123	4,229	4,170	4,346	3,952	4,121	3,900	3,860	46,902	
Drug & proprietary stores . . . . .	1,409	1,390	1,571	1,564	1,619	1,518	1,537	1,572	1,463	1,548	1,538	1,957	18,686	
GAF, total <sup>2</sup> . . . . .	6,761	6,742	8,548	8,424	9,276	8,736	8,458	9,558	8,405	9,174	10,797	15,676	110,555	
South														
Retail sales, total . . . . .	44,864	44,448	51,640	50,387	54,609	51,653	52,302	54,228	49,002	51,283	52,697	61,675	618,788	
Durable goods, total . . . . .	15,121	15,568	18,236	18,513	20,440	19,116	19,605	19,411	18,029	18,514	17,537	20,088	220,178	
Building materials group stores . . . . .	1,962	2,019	2,524	2,990	3,126	2,936	2,964	2,854	2,722	2,832	2,539	2,453	31,921	
Automotive dealers . . . . .	9,142	9,527	11,262	11,128	12,492	11,633	12,039	11,668	10,899	11,038	9,861	9,977	130,666	
Furniture group stores . . . . .	2,166	2,161	2,398	2,335	2,517	2,415	2,513	2,642	2,455	2,501	2,691	3,330	30,124	
Nondurable goods, total . . . . .	29,743	28,880	33,404	31,874	34,169	32,537	32,697	34,817	30,973	32,769	35,160	41,587	398,610	
General merchandise group stores . . . . .	4,642	4,939	6,389	6,084	6,570	6,180	5,983	6,767	5,808	6,414	8,222	12,159	80,157	
Dept. stores (excl. leased depts.) . . . . .	3,568	3,806	4,995	4,756	5,021	4,752	4,619	5,285	4,475	4,924	6,294	9,135	61,630	
Dept. stores (incl. leased depts.) . . . . .	3,644	3,901	5,109	4,869	5,115	4,833	4,695	5,388	4,554	5,021	6,401	9,291	62,821	
Food group stores . . . . .	10,620	9,878	11,177	10,526	11,471	10,960	11,078	11,316	10,337	10,712	10,962	11,303	130,340	
Grocery stores . . . . .	10,241	9,489	10,738	10,119	11,033	10,538	10,668	10,901	9,974	10,354	10,578	10,836	125,469	
Gasoline service stations . . . . .	3,952	3,595	3,939	3,925	4,206	4,082	4,114	4,238	3,928	4,036	4,061	4,025	48,101	
Apparel & accessory stores . . . . .	1,798	1,909	2,634	2,406	2,512	2,305	2,356	2,914	2,345	2,493	2,873	4,145	30,690	
Eating and drinking places . . . . .	4,533	4,511	5,008	4,876	5,207	5,202	5,124	5,386	4,607	4,748	4,674	4,797	58,673	
Drug & proprietary stores . . . . .	2,011	2,025	2,192	2,065	2,137	1,994	2,056	2,117	1,978	2,157	2,186	2,825	25,743	
GAF, total <sup>2</sup> . . . . .	9,839	10,313	12,863	12,251	13,273	12,443	12,343	14,002	12,098	13,029	15,768	23,496	161,718	
West														
Retail sales, total . . . . .	30,561	29,306	33,404	33,266	35,151	34,496	35,110	35,969	33,223	34,121	34,705	41,081	410,393	
Durable goods, total . . . . .	10,572	10,560	11,853	12,399	12,639	12,254	12,420	12,368	11,975	11,903	11,559	13,451	143,953	
Building materials group stores . . . . .	1,417	1,399	1,548	1,945	2,031	1,981	2,029	1,968	1,859	1,850	1,635	1,606	21,268	
Automotive dealers . . . . .	5,521	5,610	6,507	6,830	6,852	6,598	6,674	6,456	6,522	6,249	5,770	5,811	75,400	
Furniture group stores . . . . .	1,811	1,725	1,922	1,890	1,928	1,933	1,944	1,959	1,827	1,975	2,115	2,567	23,596	
Nondurable goods, total . . . . .	19,989	18,746	21,551	20,867	22,512	22,242	22,690	23,601	21,248	22,218	23,146	27,630	266,440	
General merchandise group stores . . . . .	3,185	3,094	3,891	3,737	4,254	4,217	4,139	4,564	3,961	4,352	5,121	7,591	52,106	
Dept. stores (excl. leased depts.) . . . . .	2,032	2,081	2,610	2,518	2,743	2,682	2,662	3,035	2,566	2,813	3,447	5,251	34,440	
Dept. stores (incl. leased depts.) . . . . .	2,094	2,156	2,702	2,607	2,832	2,763	2,740	3,129	2,649	2,900	3,539	5,391	35,502	
Food group stores . . . . .	6,643	6,184	7,056	6,670	7,251	7,179	7,280	7,364	6,792	6,942	7,009	7,345	83,715	
Grocery stores . . . . .	6,334	5,866	6,695	6,335	6,887	6,817	6,914	6,998	6,436	6,577	6,655	6,872	79,386	
Gasoline service stations . . . . .	2,254	2,002	2,092	2,108	2,316	2,352	2,519	2,618	2,339	2,373	2,247	2,245	27,465	
Apparel & accessory stores . . . . .	1,306	1,318	1,729	1,653	1,773	1,830	1,787	2,014	1,675	1,715	2,024	2,905	21,729	
Eating and drinking places . . . . .	3,818	3,632	4,089	4,080	4,217	4,151	4,304	4,381	3,881	4,057	3,990	4,133	48,733	
Drug & proprietary stores . . . . .	1,226	1,165	1,304	1,246	1,311	1,226	1,237	1,260	1,201	1,237	1,230	1,684	15,327	
GAF, total <sup>2</sup> . . . . .	7,565	7,385	8,853	8,449	9,281	9,245	9,141	9,962	8,762	9,355	10,783	15,867	114,648	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Northeast</b>													
Retail sales, total . . . . .	28,669	27,568	31,835	31,132	33,292	33,124	31,857	33,790	31,380	31,898	33,352	37,870	385,767
Durable goods, total . . . . .	10,302	9,997	11,690	11,554	12,560	12,475	11,840	12,319	11,076	11,103	11,055	11,884	137,855
Building materials group stores . . . . .	1,112	1,034	1,270	1,421	1,790	1,807	1,725	1,620	1,504	1,512	1,403	1,217	17,415
Automotive dealers . . . . .	5,792	5,450	6,774	6,681	7,073	7,056	6,665	6,926	6,036	5,997	5,659	4,641	74,750
Furniture group stores . . . . .	1,544	1,475	1,619	1,500	1,627	1,624	1,563	1,603	1,546	1,643	1,728	2,071	19,543
Nondurable goods, total . . . . .	18,367	17,571	20,145	19,578	20,732	20,649	20,017	21,471	20,304	20,795	22,297	25,986	247,912
General merchandise group stores . . . . .	1,952	2,098	2,681	2,733	2,912	2,902	2,536	2,948	2,810	2,887	3,904	5,688	36,051
Dept. stores (excl. leased depts.) . . . . .	1,546	1,672	2,211	2,253	2,375	2,371	2,016	2,415	2,281	2,364	3,199	4,720	29,423
Dept. stores (incl. leased depts.) . . . . .	1,613	1,744	2,302	2,338	2,459	2,453	2,091	2,506	2,367	2,449	3,309	4,869	30,500
Food group stores . . . . .	6,061	5,836	6,545	6,196	6,708	6,758	6,702	6,844	6,456	6,394	6,587	6,951	78,038
Grocery stores . . . . .	5,584	5,347	6,013	5,654	6,142	6,207	6,139	6,270	5,930	5,886	6,062	6,363	71,597
Gasoline service stations . . . . .	1,830	1,713	1,851	1,840	1,975	1,951	1,981	2,256	2,207	2,346	2,317	2,194	24,461
Apparel & accessory stores . . . . .	1,550	1,451	1,951	2,039	2,095	2,063	1,807	2,183	2,063	2,056	2,300	3,196	24,754
Eating and drinking places . . . . .	2,983	2,975	3,448	3,354	3,613	3,724	3,706	3,795	3,433	3,380	3,173	3,249	40,833
Drug & proprietary stores . . . . .	1,135	1,071	1,138	1,161	1,196	1,197	1,171	1,233	1,184	1,220	1,224	1,553	14,483
GAF, total <sup>2</sup> . . . . .	6,309	6,226	7,483	7,467	7,968	7,887	7,157	8,123	7,779	7,932	9,545	14,008	97,884
<b>Midwest</b>													
Retail sales, total . . . . .	31,387	29,752	35,546	35,407	37,873	37,684	36,457	38,763	35,861	37,522	38,211	42,775	437,238
Durable goods, total . . . . .	11,734	10,922	13,443	13,624	14,806	14,520	14,039	14,503	12,872	13,409	12,561	12,826	159,259
Building materials group stores . . . . .	1,418	1,356	1,723	1,985	2,366	2,345	2,223	2,236	1,990	2,065	1,838	1,606	23,151
Automotive dealers . . . . .	7,665	7,055	8,776	8,810	9,413	9,122	8,940	9,225	8,056	8,332	7,391	6,478	99,263
Furniture group stores . . . . .	1,540	1,422	1,657	1,539	1,646	1,627	1,591	1,635	1,571	1,708	1,786	2,102	19,824
Nondurable goods, total . . . . .	19,653	18,830	22,103	21,783	23,067	23,164	22,418	24,260	22,989	24,113	25,650	29,949	277,979
General merchandise group stores . . . . .	3,058	3,059	4,030	4,027	4,276	4,272	3,944	4,511	4,121	4,459	5,623	7,993	53,373
Dept. stores (excl. leased depts.) . . . . .	2,535	2,544	3,416	3,384	3,521	3,569	3,277	3,769	3,428	3,708	4,638	6,623	44,412
Dept. stores (incl. leased depts.) . . . . .	2,607	2,634	3,521	3,489	3,619	3,668	3,373	3,882	3,526	3,814	4,764	6,806	45,703
Food group stores . . . . .	6,163	5,899	6,742	6,481	7,010	7,065	6,843	7,050	6,758	6,735	6,829	7,375	80,950
Grocery stores . . . . .	5,817	5,565	6,360	6,079	6,595	6,658	6,431	6,644	6,386	6,356	6,457	6,945	76,293
Gasoline service stations . . . . .	2,783	2,487	2,790	2,847	2,983	3,063	3,037	3,368	3,294	3,598	3,483	3,367	37,100
Apparel & accessory stores . . . . .	1,170	1,141	1,543	1,547	1,553	1,528	1,426	1,783	1,568	1,643	1,853	2,614	19,369
Eating and drinking places . . . . .	3,199	3,145	3,658	3,602	3,783	3,933	3,913	4,021	3,825	3,818	3,667	3,690	44,254
Drug & proprietary stores . . . . .	1,270	1,181	1,274	1,319	1,371	1,345	1,356	1,441	1,369	1,491	1,484	1,826	16,727
GAF, total <sup>2</sup> . . . . .	6,613	6,419	8,138	8,004	8,473	8,457	7,887	8,934	8,168	8,751	10,471	15,060	105,375
<b>South</b>													
Retail sales, total . . . . .	45,245	43,846	50,987	49,428	52,262	52,004	50,188	53,088	48,736	50,714	52,504	60,927	609,929
Durable goods, total . . . . .	16,983	16,157	18,862	18,108	19,621	19,495	18,567	19,142	17,554	18,060	17,602	19,451	219,602
Building materials group stores . . . . .	2,203	2,261	2,805	2,827	3,152	3,121	2,814	2,903	2,586	2,770	2,564	2,184	32,190
Automotive dealers . . . . .	10,668	9,903	11,677	10,976	11,810	11,858	11,368	11,521	10,672	10,781	10,019	9,675	130,928
Furniture group stores . . . . .	2,254	2,108	2,336	2,254	2,424	2,376	2,304	2,480	2,298	2,350	2,574	3,206	28,964
Nondurable goods, total . . . . .	28,262	27,689	32,125	31,320	32,641	32,509	31,621	33,946	31,182	32,654	34,902	41,476	390,327
General merchandise group stores . . . . .	4,493	4,785	6,091	5,895	6,222	6,040	5,499	6,237	5,556	6,044	7,679	11,699	76,240
Dept. stores (excl. leased depts.) . . . . .	3,415	3,638	4,753	4,606	4,765	4,670	4,298	4,895	4,296	4,661	5,826	8,836	58,659
Dept. stores (incl. leased depts.) . . . . .	3,503	3,744	4,867	4,725	4,868	4,774	4,399	5,013	4,401	4,769	5,946	9,020	60,029
Food group stores . . . . .	10,037	9,631	10,928	10,309	10,868	10,965	10,880	11,210	10,642	10,683	10,841	11,560	128,554
Grocery stores . . . . .	9,662	9,237	10,493	9,908	10,450	10,553	10,462	10,783	10,268	10,300	10,449	11,059	123,624
Gasoline service stations . . . . .	3,561	3,346	3,783	3,747	3,939	4,054	4,051	4,404	4,252	4,539	4,522	4,313	48,511
Apparel & accessory stores . . . . .	1,808	1,812	2,446	2,456	2,443	2,335	2,217	2,699	2,271	2,353	2,740	4,036	29,616
Eating and drinking places . . . . .	4,330	4,325	4,886	4,983	5,143	5,276	5,279	5,405	4,687	4,835	4,718	4,792	58,659
Drug & proprietary stores . . . . .	1,910	1,825	1,949	1,971	2,015	1,949	1,901	2,031	1,855	2,024	2,105	2,568	24,103
GAF, total <sup>2</sup> . . . . .	9,901	10,075	12,337	12,028	12,698	12,283	11,491	13,015	11,567	12,269	14,819	22,675	155,158
<b>West</b>													
Retail sales, total . . . . .	30,522	29,329	33,750	32,818	34,864	35,056	34,729	36,116	33,525	34,529	35,046	41,393	411,677
Durable goods, total . . . . .	11,910	11,342	13,003	12,658	13,360	13,368	12,971	13,272	12,115	12,555	12,046	13,519	152,119
Building materials group stores . . . . .	1,501	1,421	1,814	1,936	2,033	2,011	2,032	2,038	1,824	1,921	1,776	1,577	21,884
Automotive dealers . . . . .	6,800	6,354	7,344	7,063	7,531	7,535	7,217	7,316	6,629	6,853	6,167	5,855	82,664
Furniture group stores . . . . .	1,892	1,756	1,985	1,879	1,934	1,942	1,870	1,886	1,848	1,888	1,944	2,390	23,214
Nondurable goods, total . . . . .	18,612	17,987	20,747	20,160	21,504	21,688	21,758	22,844	21,410	21,974	23,000	27,874	259,558
General merchandise group stores . . . . .	3,074	3,058	3,740	3,616	4,019	4,023	3,844	4,223	3,780	4,038	4,994	7,441	49,850
Dept. stores (excl. leased depts.) . . . . .	1,972	2,005	2,538	2,432	2,648	2,650	2,523	2,856	2,515	2,644	3,360	5,171	33,314
Dept. stores (incl. leased depts.) . . . . .	2,039	2,085	2,630	2,518	2,731	2,730	2,600	2,945	2,600	2,732	3,461	5,326	34,397
Food group stores . . . . .	6,158	5,911	6,735	6,513	6,873	6,970	6,974	7,079	6,702	6,692	6,747	7,437	80,791
Grocery stores . . . . .	5,851	5,599	6,403	6,161	6,544	6,649	6,650	6,749	6,389	6,356	6,406	6,972	76,729
Gasoline service stations . . . . .	1,946	1,888	2,073	2,103	2,313	2,374	2,479	2,711	2,653	2,759	2,630	2,503	28,432
Apparel & accessory stores . . . . .	1,318	1,325	1,732	1,703	1,776	1,844	1,781	1,994	1,797	1,766	2,021	3,023	22,080
Eating and drinking places . . . . .	3,500	3,366	3,897	3,791	3,940	3,989	4,122	4,219	3,934	3,938	3,777	3,930	46,403
Drug & proprietary stores . . . . .	1,230	1,110	1,231	1,211	1,253	1,238	1,228	1,246	1,209	1,271	1,284	1,734	15,245
GAF, total <sup>2</sup> . . . . .	7,506	7,408	8,787	8,430	9,093	9,158	8,829	9,573	8,815	9,097	10,623	15,861	113,180

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1989												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Northeast</b>													
Retail sales, total . . . . .	27,128	26,131	30,431	29,950	33,006	33,037	31,484	33,649	32,094	31,823	33,222	39,183	381,138
Durable goods, total . . . . .	9,646	9,537	11,164	11,255	12,841	12,958	12,015	13,147	12,074	11,479	11,380	12,455	139,951
Building materials group stores . . . . .	1,095	1,025	1,201	1,309	1,658	1,644	1,527	1,614	1,527	1,625	1,460	1,309	16,994
Automotive dealers . . . . .	5,351	5,353	6,613	6,694	7,543	7,436	6,885	7,627	6,803	6,242	5,700	4,913	77,160
Furniture group stores . . . . .	1,580	1,468	1,613	1,557	1,640	1,766	1,632	1,707	1,652	1,675	1,778	2,227	20,295
Nondurable goods, total . . . . .	17,482	16,594	19,267	18,695	20,165	20,079	19,469	20,502	20,020	20,344	21,842	26,728	241,187
General merchandise group stores . . . . .	1,963	2,018	2,615	2,685	2,979	2,935	2,527	2,916	2,885	3,011	4,014	5,987	36,535
Dept. stores (excl. leased depts.) . . . . .	1,600	1,656	2,180	2,252	2,494	2,459	2,078	2,436	2,399	2,509	3,342	5,045	30,450
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,670	1,714	2,252	2,326	2,573	2,532	2,146	2,519	2,481	2,593	3,452	5,197	31,455
Food group stores . . . . .	5,916	5,624	6,294	5,992	6,603	6,584	6,608	6,607	6,393	6,201	6,369	6,988	76,179
Grocery stores . . . . .	5,437	5,152	5,758	5,504	6,071	6,059	6,086	6,068	5,884	5,698	5,853	6,427	69,997
Gasoline service stations . . . . .	1,607	1,487	1,647	1,752	1,914	1,907	1,935	1,922	1,831	1,955	1,903	1,932	21,792
Apparel & accessory stores . . . . .	1,548	1,391	1,868	1,894	2,014	1,941	1,719	2,093	2,090	2,072	2,393	3,393	24,416
Eating and drinking places . . . . .	3,010	2,849	3,269	3,303	3,465	3,643	3,748	3,823	3,613	3,578	3,269	3,304	40,874
Drug & proprietary stores . . . . .	985	965	1,091	1,006	1,070	1,076	1,041	1,081	1,107	1,120	1,137	1,454	13,133
GAF, total <sup>2</sup> . . . . .	6,141	5,931	7,193	7,194	7,833	7,844	6,999	8,058	7,977	8,038	9,827	14,645	97,680
<b>Midwest</b>													
Retail sales, total . . . . .	29,347	28,229	33,884	34,418	36,898	36,486	34,986	37,165	35,068	34,552	35,706	41,199	417,938
Durable goods, total . . . . .	10,915	10,637	13,263	13,726	14,931	14,801	13,608	14,971	13,607	12,585	12,414	13,007	158,465
Building materials group stores . . . . .	1,457	1,268	1,583	1,961	2,362	2,286	2,079	2,137	1,913	1,958	1,795	1,631	22,430
Automotive dealers . . . . .	7,011	7,060	9,009	9,092	9,690	9,529	8,739	9,808	8,875	7,821	7,334	6,660	100,628
Furniture group stores . . . . .	1,503	1,401	1,573	1,567	1,650	1,707	1,613	1,741	1,605	1,628	1,795	2,125	19,908
Nondurable goods, total . . . . .	18,432	17,592	20,621	20,692	21,967	21,685	21,378	22,194	21,461	21,967	23,292	28,192	259,473
General merchandise group stores . . . . .	2,898	2,800	3,698	3,897	4,120	4,037	3,729	4,177	3,931	4,278	5,373	7,726	50,664
Dept. stores (excl. leased depts.) . . . . .	2,393	2,328	3,129	3,268	3,400	3,379	3,129	3,538	3,310	3,587	4,430	6,480	42,371
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	2,461	2,398	3,221	3,360	3,494	3,468	3,212	3,642	3,408	3,687	4,551	6,649	43,551
Food group stores . . . . .	5,953	5,665	6,351	6,143	6,494	6,474	6,537	6,503	6,493	6,354	6,404	7,254	76,625
Grocery stores . . . . .	5,632	5,343	5,982	5,783	6,100	6,080	6,148	6,116	6,115	5,969	6,032	6,754	72,054
Gasoline service stations . . . . .	2,470	2,370	2,639	2,847	3,079	3,093	3,112	2,995	2,826	2,908	2,745	2,910	33,994
Apparel & accessory stores . . . . .	1,169	1,069	1,477	1,452	1,512	1,451	1,386	1,674	1,579	1,629	1,837	2,669	18,904
Eating and drinking places . . . . .	2,917	2,721	3,188	3,283	3,436	3,492	3,588	3,666	3,541	3,500	3,364	3,460	40,156
Drug & proprietary stores . . . . .	1,093	1,062	1,164	1,092	1,179	1,182	1,167	1,210	1,157	1,213	1,215	1,532	14,266
GAF, total <sup>2</sup> . . . . .	6,360	6,017	7,626	7,761	8,257	8,201	7,658	8,612	8,050	8,456	10,221	14,837	102,056
<b>South</b>													
Retail sales, total . . . . .	41,103	40,279	47,929	46,693	49,794	49,004	48,154	50,990	47,533	46,963	49,499	59,004	576,945
Durable goods, total . . . . .	15,205	14,801	17,931	17,497	19,161	18,730	18,126	19,679	18,118	17,000	17,236	19,092	212,576
Building materials group stores . . . . .	2,038	1,933	2,455	2,857	3,151	2,942	2,840	3,022	2,679	2,710	2,531	2,335	31,493
Automotive dealers . . . . .	9,315	9,237	11,470	10,699	11,638	11,519	11,074	12,089	11,176	9,938	9,655	9,390	127,200
Furniture group stores . . . . .	2,177	2,045	2,249	2,199	2,402	2,332	2,304	2,506	2,362	2,365	2,677	3,122	28,740
Nondurable goods, total . . . . .	25,898	25,478	29,998	29,196	30,633	30,274	30,028	31,311	29,415	29,963	32,263	39,912	364,369
General merchandise group stores . . . . .	4,105	4,172	5,601	5,549	5,771	5,608	5,351	5,876	5,438	5,790	7,521	11,725	72,507
Dept. stores (excl. leased depts.) . . . . .	3,207	3,211	4,428	4,365	4,479	4,366	4,187	4,652	4,274	4,514	5,701	8,843	56,227
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	3,289	3,294	4,529	4,469	4,577	4,455	4,273	4,755	4,370	4,613	5,814	9,021	57,459
Food group stores . . . . .	9,193	8,930	10,096	9,624	10,221	10,280	10,389	10,389	10,027	9,842	10,056	11,045	120,092
Grocery stores . . . . .	8,893	8,587	9,672	9,273	9,810	9,884	10,015	9,996	9,687	9,491	9,664	10,562	115,534
Gasoline service stations . . . . .	3,096	3,031	3,495	3,637	3,907	3,896	3,880	3,829	3,560	3,637	3,598	3,626	43,192
Apparel & accessory stores . . . . .	1,696	1,646	2,396	2,245	2,300	2,160	2,152	2,601	2,284	2,278	2,599	3,997	28,354
Eating and drinking places . . . . .	4,211	4,142	4,642	4,640	4,679	4,786	4,771	4,851	4,478	4,557	4,401	4,536	54,694
Drug & proprietary stores . . . . .	1,689	1,703	1,807	1,641	1,793	1,705	1,682	1,806	1,740	1,796	1,914	2,405	21,681
GAF, total <sup>2</sup> . . . . .	9,246	9,117	11,647	11,343	12,025	11,567	11,200	12,556	11,553	11,907	14,688	22,650	149,499
<b>West</b>													
Retail sales, total . . . . .	27,410	26,641	30,611	30,338	32,477	32,645	32,164	33,624	31,813	31,568	33,183	40,476	382,950
Durable goods, total . . . . .	10,512	10,469	11,865	11,792	12,744	12,867	12,285	13,098	12,282	11,844	12,289	14,115	146,162
Building materials group stores . . . . .	1,387	1,351	1,647	1,874	2,067	2,026	1,906	1,992	1,898	1,873	1,778	1,663	21,462
Automotive dealers . . . . .	5,975	6,054	6,853	6,707	7,215	7,380	7,040	7,544	6,955	6,496	6,482	6,322	81,023
Furniture group stores . . . . .	1,710	1,582	1,791	1,711	1,772	1,822	1,773	1,867	1,840	1,852	2,085	2,553	22,358
Nondurable goods, total . . . . .	16,898	16,172	18,746	18,546	19,733	19,778	19,879	20,526	19,531	19,724	20,894	26,361	236,788
General merchandise group stores . . . . .	2,780	2,748	3,477	3,380	3,640	3,655	3,512	3,908	3,650	3,820	4,628	7,402	46,600
Dept. stores (excl. leased depts.) . . . . .	1,824	1,847	2,341	2,349	2,427	2,439	2,380	2,633	2,461	2,545	3,127	5,103	31,476
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,884	1,908	2,419	2,422	2,499	2,507	2,448	2,710	2,539	2,629	3,218	5,245	32,428
Food group stores . . . . .	5,552	5,328	6,044	5,953	6,245	6,350	6,543	6,438	6,306	6,169	6,295	6,924	74,149
Grocery stores . . . . .	5,280	5,047	5,720	5,664	5,943	6,056	6,251	6,150	6,026	5,869	5,985	6,496	70,487
Gasoline service stations . . . . .	1,667	1,617	1,809	1,959	2,158	2,148	2,220	2,221	2,051	2,072	1,975	2,007	23,904
Apparel & accessory stores . . . . .	1,282	1,219	1,580	1,530	1,600	1,669	1,645	1,830	1,684	1,672	1,989	2,067	20,667
Eating and drinking places . . . . .	3,272	3,039	3,461	3,455	3,665	3,659	3,679	3,733	3,451	3,531	3,419	3,741	42,105
Drug & proprietary stores . . . . .	1,114	1,045	1,170	1,099	1,174	1,143	1,132	1,172	1,147	1,155	1,206	1,706	14,263
GAF, total <sup>2</sup> . . . . .	6,884	6,698	8,091	7,709	8,267	8,416	8,128	8,964	8,470	8,597	10,293	15,936	106,453

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Northeast</b>													
Retail sales, total	25,412	25,919	29,414	29,277	30,755	31,576	30,214	31,457	30,552	30,947	32,030	38,657	366,210
Durable goods, total	8,860	9,787	11,276	11,509	12,179	12,975	11,798	12,323	11,663	11,314	11,435	13,193	138,312
Building materials group stores	1,018	1,061	1,330	1,555	1,729	1,754	1,602	1,624	1,590	1,568	1,437	1,367	17,635
Automotive dealers	5,090	5,843	6,889	6,843	7,194	7,619	6,880	7,229	6,468	6,332	5,981	5,607	77,975
Furniture group stores	1,333	1,370	1,526	1,497	1,539	1,709	1,616	1,653	1,628	1,691	1,879	2,400	19,841
Nondurable goods, total	16,552	16,132	18,138	17,768	18,576	18,601	18,416	19,134	18,889	19,633	20,595	25,464	227,898
General merchandise group stores	1,885	2,011	2,557	2,621	2,867	2,855	2,471	2,730	2,764	2,998	3,782	5,948	35,489
Dept. stores (excl. leased depts.)	1,575	1,675	2,159	2,233	2,437	2,430	2,066	2,336	2,372	2,575	3,203	5,033	30,094
Dept. stores (incl. leased depts.)	1,656	1,743	2,247	2,321	2,524	2,516	2,143	2,420	2,465	2,667	3,304	5,195	31,201
Food group stores	5,756	5,510	5,982	5,836	6,077	6,086	6,355	6,268	6,086	6,181	6,160	6,796	73,093
Grocery stores	5,263	5,019	5,477	5,340	5,565	5,586	5,830	5,764	5,590	5,692	5,664	6,213	67,003
Gasoline service stations	1,561	1,480	1,552	1,569	1,652	1,655	1,707	1,748	1,638	1,715	1,649	1,699	19,625
Apparel & accessory stores	1,332	1,262	1,715	1,714	1,761	1,715	1,603	1,907	1,995	2,072	2,201	3,309	22,586
Eating and drinking places	2,760	2,736	3,066	3,163	3,369	3,543	3,651	3,742	3,509	3,509	3,242	3,453	39,743
Drug & proprietary stores	876	897	978	914	946	947	929	952	944	957	968	1,278	11,586
GAF, total <sup>2</sup>	5,416	5,538	6,689	6,731	7,167	7,293	6,653	7,366	7,453	7,812	9,258	14,373	91,749
<b>Midwest</b>													
Retail sales, total	27,151	27,367	31,974	32,615	33,977	34,374	32,759	34,117	32,504	33,481	34,373	40,715	395,407
Durable goods, total	9,902	10,588	12,845	13,192	13,665	14,274	12,745	13,445	12,309	12,333	12,405	13,735	151,438
Building materials group stores	1,292	1,296	1,658	2,057	2,452	2,299	2,025	2,102	2,053	2,074	1,915	1,894	23,117
Automotive dealers	6,465	7,137	8,691	8,653	8,657	9,192	8,142	8,575	7,646	7,591	7,419	7,197	95,365
Furniture group stores	1,291	1,260	1,494	1,448	1,448	1,541	1,504	1,611	1,538	1,589	1,764	2,177	18,665
Nondurable goods, total	17,249	16,779	19,129	19,423	20,312	20,100	20,014	20,672	20,195	21,148	21,968	26,980	243,969
General merchandise group stores	2,678	2,661	3,502	3,581	3,912	3,742	3,453	3,842	3,662	4,159	4,976	7,523	47,891
Dept. stores (excl. leased depts.)	2,238	2,218	2,942	2,974	3,230	3,125	2,893	3,247	3,077	3,498	4,128	6,251	39,821
Dept. stores (incl. leased depts.)	2,316	2,296	3,042	3,072	3,332	3,224	2,985	3,350	3,184	3,595	4,241	8,421	41,058
Food group stores	5,677	5,423	5,914	5,876	6,173	6,256	6,389	6,208	6,223	6,155	6,114	6,864	73,272
Grocery stores	5,374	5,117	5,584	5,523	5,814	5,900	6,027	5,857	5,889	5,806	5,770	6,422	69,083
Gasoline service stations	2,343	2,209	2,409	2,483	2,614	2,657	2,691	2,756	2,616	2,669	2,548	2,650	30,645
Apparel & accessory stores	1,073	1,028	1,405	1,382	1,411	1,318	1,299	1,550	1,482	1,588	1,720	2,624	17,880
Eating and drinking places	2,693	2,625	2,941	3,169	3,215	3,274	3,470	3,481	3,300	3,385	3,139	3,288	37,978
Drug & proprietary stores	963	948	1,011	1,022	1,054	1,053	1,010	1,040	1,046	1,092	1,088	1,400	12,727
GAF, total <sup>2</sup>	5,730	5,653	7,196	7,240	7,671	7,546	7,108	7,914	7,509	8,179	9,566	14,587	95,899
<b>South</b>													
Retail sales, total	38,856	39,945	45,596	44,757	46,265	46,329	45,575	47,219	43,952	45,107	46,484	57,248	547,333
Durable goods, total	14,791	15,829	18,085	17,482	18,379	18,721	17,553	18,168	16,561	16,792	16,655	19,634	208,650
Building materials group stores	1,757	1,986	2,526	2,750	2,972	2,881	2,606	2,753	2,569	2,640	2,478	2,473	30,391
Automotive dealers	9,343	10,217	11,616	10,791	11,320	11,755	10,897	11,195	10,039	10,077	9,600	9,950	126,800
Furniture group stores	2,021	1,959	2,128	2,117	2,184	2,220	2,179	2,286	2,168	2,208	2,490	3,217	27,177
Nondurable goods, total	24,065	24,116	27,511	27,275	27,886	27,608	28,022	29,051	27,391	28,315	29,829	37,614	338,683
General merchandise group stores	3,744	3,958	5,186	5,192	5,382	5,179	4,932	5,406	4,980	5,529	6,819	11,105	67,412
Dept. stores (excl. leased depts.)	2,930	3,051	4,073	4,049	4,170	4,036	3,893	4,262	3,921	4,363	5,275	8,468	52,491
Dept. stores (incl. leased depts.)	3,019	3,147	4,187	4,163	4,273	4,134	3,988	4,363	4,025	4,471	5,391	8,658	53,819
Food group stores	8,686	8,477	9,219	9,177	9,361	9,462	9,783	9,704	9,443	9,278	9,319	10,309	112,218
Grocery stores	8,388	8,150	8,856	8,833	8,958	9,065	9,400	9,313	9,077	8,929	8,936	9,880	107,785
Gasoline service stations	2,874	2,799	3,134	3,163	3,290	3,301	3,355	3,503	3,256	3,285	3,218	3,283	38,461
Apparel & accessory stores	1,637	1,646	2,252	2,135	2,105	1,959	1,991	2,326	2,058	2,195	2,434	3,870	26,608
Eating and drinking places	3,716	3,750	4,154	4,201	4,316	4,389	4,526	4,575	4,191	4,349	4,231	4,477	50,875
Drug & proprietary stores	1,558	1,609	1,707	1,666	1,679	1,637	1,578	1,650	1,586	1,612	1,675	2,156	20,113
GAF, total <sup>2</sup>	8,619	8,830	10,917	10,817	11,120	10,786	10,532	11,530	10,610	11,382	13,524	21,848	140,515
<b>West</b>													
Retail sales, total	24,791	24,753	28,007	27,750	28,773	28,903	28,938	29,811	28,433	29,074	30,325	37,694	347,252
Durable goods, total	9,085	9,466	10,867	10,819	11,178	11,222	10,907	11,263	10,659	10,790	11,221	13,277	130,754
Building materials group stores	1,156	1,311	1,663	1,760	1,811	1,772	1,762	1,865	1,775	1,768	1,638	1,632	19,913
Automotive dealers	5,257	5,470	6,308	6,220	6,396	6,386	6,149	6,216	5,878	5,922	6,055	6,173	72,430
Furniture group stores	1,416	1,364	1,500	1,507	1,551	1,621	1,589	1,681	1,633	1,669	1,844	2,332	19,707
Nondurable goods, total	15,706	15,287	17,140	16,931	17,595	17,681	18,031	18,548	17,774	18,284	19,104	24,417	216,498
General merchandise group stores	2,495	2,511	3,071	3,000	3,245	3,248	3,078	3,482	3,219	3,412	4,238	6,930	41,929
Dept. stores (excl. leased depts.)	1,721	1,746	2,134	2,123	2,248	2,237	2,144	2,407	2,255	2,351	2,945	4,806	29,117
Dept. stores (incl. leased depts.)	1,790	1,813	2,222	2,211	2,329	2,315	2,224	2,480	2,331	2,429	3,029	4,937	30,110
Food group stores	5,164	4,917	5,437	5,442	5,556	5,591	5,919	5,738	5,566	5,747	5,599	6,234	66,910
Grocery stores	4,894	4,630	5,140	5,151	5,258	5,298	5,621	5,444	5,278	5,463	5,313	5,812	63,302
Gasoline service stations	1,630	1,631	1,735	1,742	1,859	1,871	1,936	1,999	1,849	1,863	1,764	1,731	21,810
Apparel & accessory stores	1,109	1,082	1,379	1,338	1,370	1,449	1,448	1,562	1,487	1,469	1,765	2,775	18,233
Eating and drinking places	2,965	2,876	3,142	3,165	3,279	3,301	3,459	3,510	3,394	3,431	3,284	3,591	39,397
Drug & proprietary stores	1,043	1,006	1,096	1,058	1,089	1,081	1,066	1,116	1,068	1,079	1,105	1,609	13,416
GAF, total <sup>2</sup>	5,937	5,959	7,010	6,843	7,278	7,465	7,232	7,945	7,478	7,696	9,249	14,781	94,873

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 8. Estimated Monthly Retail Sales by Selected Kinds of Business for Regions:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Region and kind of business	1987												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Northeast													
Reteil seles, total . . . . .	22,574	22,834	26,000	26,965	27,952	28,779	28,424	28,788	28,279	28,774	28,730	35,236	333,335
Durable goods, total . . . . .	7,266	8,065	9,810	10,301	10,515	11,721	11,388	11,329	11,076	10,390	9,996	12,016	123,873
Building materials group stores . . . . .	883	868	1,138	1,346	1,480	1,598	1,589	1,535	1,522	1,567	1,361	1,301	16,188
Automotive dealers . . . . .	3,866	4,705	6,037	6,237	6,254	7,088	6,819	6,777	6,396	5,736	5,186	5,357	70,458
Furniture group stores . . . . .	1,297	1,261	1,380	1,398	1,431	1,499	1,530	1,462	1,505	1,527	1,550	2,010	17,850
Nondurable goods, total . . . . .	15,308	14,769	16,190	16,664	17,437	17,058	17,036	17,459	17,203	18,384	18,734	23,220	209,462
General merchandise group stores . . . . .	1,754	1,942	2,324	2,592	2,858	2,688	2,375	2,753	2,684	2,937	3,617	5,638	34,162
Dept. stores (excl. leased depts.) . . . . .	1,485	1,639	2,007	2,218	2,454	2,327	2,041	2,378	2,322	2,549	3,124	4,846	29,390
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,560	1,702	2,089	2,304	2,535	2,405	2,109	2,457	2,403	2,639	3,227	4,996	30,426
Food group stores . . . . .	5,690	5,207	5,541	5,601	6,004	5,852	6,126	5,846	5,691	5,958	5,678	6,261	69,455
Grocery stores . . . . .	5,220	4,743	5,048	5,074	5,450	5,294	5,535	5,273	5,133	5,405	5,157	5,642	62,974
Gasoline service stations . . . . .	1,280	1,226	1,326	1,448	1,495	1,497	1,569	1,556	1,524	1,594	1,516	1,540	17,571
Apparel & accessory stores . . . . .	1,203	1,197	1,496	1,685	1,665	1,596	1,439	1,702	1,758	1,833	1,894	2,830	20,298
Eating and drinking places . . . . .	2,413	2,337	2,589	2,591	2,764	2,799	2,973	3,053	2,905	3,010	2,853	3,006	33,293
Drug & proprietary stores . . . . .	825	794	832	885	873	896	879	882	888	945	912	1,184	10,795
GAF, total <sup>2</sup> . . . . .	5,015	5,177	5,945	6,476	6,808	6,684	6,227	6,879	6,920	7,259	8,283	12,815	84,488
Midwest													
Reteil seles, total . . . . .	25,066	25,584	29,316	30,922	31,926	31,930	31,533	32,186	30,486	31,820	31,160	37,344	369,273
Durable goods, total . . . . .	8,319	9,611	11,486	12,136	12,313	12,961	12,444	12,703	11,763	11,816	11,029	12,374	138,955
Building materials group stores . . . . .	1,169	1,155	1,462	1,841	2,135	2,024	1,986	1,930	1,870	2,040	1,803	1,766	21,181
Automotive dealers . . . . .	5,086	6,525	7,885	8,120	7,898	8,602	8,146	8,452	7,616	7,381	6,546	6,526	88,783
Furniture group stores . . . . .	1,258	1,147	1,301	1,274	1,323	1,322	1,359	1,352	1,338	1,377	1,462	1,861	16,374
Nondureble goods, total . . . . .	16,747	15,973	17,830	18,786	19,613	18,969	19,089	19,483	18,723	20,004	20,131	24,970	230,318
General merchandise group stores . . . . .	2,573	2,608	3,189	3,520	3,848	3,490	3,304	3,778	3,431	3,917	4,528	7,038	45,224
Dept. stores (excl. leased depts.) . . . . .	2,162	2,170	2,702	2,929	3,167	2,901	2,773	3,177	2,889	3,290	3,778	5,835	37,773
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	2,236	2,242	2,789	3,026	3,267	2,996	2,859	3,269	2,979	3,391	3,884	6,011	38,949
Food group stores . . . . .	5,545	4,990	5,385	5,578	5,803	5,672	5,898	5,670	5,644	5,893	5,548	6,294	67,920
Grocery stores . . . . .	5,264	4,713	5,079	5,206	5,426	5,307	5,525	5,308	5,300	5,534	5,211	5,874	63,747
Gasoline service stations . . . . .	2,235	2,088	2,299	2,482	2,521	2,639	2,727	2,671	2,545	2,579	2,434	2,472	29,692
Apparel & accessory stores . . . . .	1,095	1,068	1,315	1,416	1,386	1,287	1,243	1,475	1,386	1,496	1,532	2,378	17,077
Eating and drinking places . . . . .	2,620	2,595	2,910	3,028	3,223	3,165	3,236	3,209	3,045	3,156	2,923	2,994	36,104
Drug & proprietary stores . . . . .	961	902	928	950	1,006	1,010	983	965	927	981	988	1,278	11,879
GAF, total <sup>2</sup> . . . . .	5,604	5,487	6,518	6,958	7,362	6,942	6,699	7,420	6,931	7,595	8,557	13,333	89,406
South													
Reteil seles, total . . . . .	36,219	35,783	41,091	42,921	44,264	44,026	44,545	45,220	42,105	43,504	42,772	53,960	516,410
Durable goods, total . . . . .	12,891	13,148	15,551	16,375	16,821	17,559	17,592	17,660	16,537	16,387	15,314	18,916	194,751
Building materials group stores . . . . .	1,891	1,876	2,422	2,653	2,797	2,768	2,651	2,536	2,424	2,550	2,229	2,208	29,005
Automotive dealers . . . . .	7,398	7,865	9,478	9,957	10,092	10,837	10,999	11,134	10,250	9,820	8,716	9,733	116,279
Furniture group stores . . . . .	2,050	1,902	2,087	2,044	2,096	2,131	2,164	2,199	2,182	2,186	2,311	3,092	26,444
Nondureble goods, total . . . . .	23,328	22,635	25,540	26,546	27,443	26,467	26,953	27,560	25,568	27,117	27,458	35,044	321,659
General merchandise group stores . . . . .	3,612	3,793	4,760	5,127	5,335	4,841	4,659	5,193	4,645	5,225	6,278	10,210	63,678
Dept. stores (excl. leased depts.) . . . . .	2,782	2,878	3,696	3,939	4,107	3,755	3,685	4,101	3,658	4,116	4,850	7,750	49,317
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	2,882	2,979	3,812	4,062	4,224	3,870	3,775	4,201	3,757	4,231	4,971	7,940	50,704
Food group stores . . . . .	8,661	8,043	8,689	8,888	9,421	9,163	9,614	9,432	8,934	9,216	8,755	9,541	108,357
Grocery stores . . . . .	8,371	7,725	8,340	8,547	9,055	8,797	9,254	9,038	8,567	8,848	8,391	9,121	104,054
Gasoline service stations . . . . .	2,757	2,706	3,011	3,051	3,137	3,201	3,309	3,279	3,053	3,043	2,970	3,140	36,657
Apparel & accessory stores . . . . .	1,563	1,538	1,986	2,178	2,046	1,894	1,848	2,173	1,918	2,076	2,203	3,576	24,999
Eating and drinking places . . . . .	3,617	3,455	3,845	4,049	4,205	4,190	4,275	4,287	3,797	4,024	3,802	4,100	47,646
Drug & proprietary stores . . . . .	1,468	1,403	1,498	1,530	1,540	1,505	1,520	1,508	1,482	1,576	1,543	2,118	18,691
GAF, total <sup>2</sup> . . . . .	8,307	8,358	9,983	10,597	10,900	10,246	10,011	10,991	10,116	10,932	12,500	20,339	133,280
West													
Retail sales, total . . . . .	22,969	22,525	25,559	26,376	27,216	27,060	27,481	28,226	26,540	27,268	27,166	33,895	322,281
Durable goods, total . . . . .	7,949	8,275	9,678	9,995	10,212	10,337	10,257	10,621	10,026	9,868	9,703	11,363	118,284
Building materials group stores . . . . .	1,108	1,085	1,348	1,432	1,514	1,571	1,531	1,563	1,568	1,559	1,396	1,405	17,080
Automotive dealers . . . . .	4,298	4,844	5,771	6,017	6,085	6,104	6,040	6,181	5,841	5,561	5,345	5,289	67,376
Furniture group stores . . . . .	1,397	1,236	1,390	1,327	1,349	1,370	1,433	1,585	1,405	1,471	1,511	1,930	17,404
Nondureble goods, total . . . . .	15,020	14,250	15,881	16,381	17,004	16,723	17,224	17,605	16,514	17,400	17,463	22,532	203,997
General merchandise group stores . . . . .	2,229	2,308	2,662	2,902	3,099	3,013	2,955	3,305	2,964	3,267	3,815	6,387	38,906
Dept. stores (excl. leased depts.) . . . . .	1,638	1,640	1,915	2,078	2,203	2,119	2,066	2,326	2,079	2,266	2,697	4,510	27,537
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,716	1,713	2,007	2,169	2,290	2,201	2,142	2,405	2,157	2,351	2,779	4,646	28,576
Food group stores . . . . .	5,256	4,773	5,208	5,278	5,482	5,324	5,591	5,359	5,209	5,420	5,069	5,760	63,729
Grocery stores . . . . .	4,988	4,492	4,922	4,977	5,211	5,043	5,307	5,072	4,934	5,135	4,777	5,346	60,204
Gasoline service stations . . . . .	1,489	1,461	1,642	1,658	1,783	1,807	1,885	1,940	1,806	1,876	1,752	1,750	20,849
Apparel & accessory stores . . . . .	1,099	1,039	1,262	1,332	1,333	1,359	1,383	1,494	1,347	1,357	1,535	2,408	16,948
Eating and drinking places . . . . .	2,825	2,673	2,951	3,010	3,166	3,139	3,225	3,275	3,000	3,092	2,936	3,126	36,418
Drug & proprietary stores . . . . .	1,021	928	999	1,031	1,035	1,031	1,045	1,068	1,012	1,059	1,024	1,524	12,777
GAF, total <sup>2</sup> . . . . .	5,505	5,393	6,169	6,455	6,746	6,722	6,741	7,422	6,674	7,080	8,042	13,019	85,968

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1996													Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>		
New England, total	9,017	9,390	10,243	10,517	11,257	11,099	10,834	11,263	10,759	11,305	11,501	13,444	130,629	
Nondurable goods, total	6,100	6,227	6,625	6,681	7,114	6,889	6,729	7,154	6,754	7,196	7,772	9,314	84,555	
General merchandise group stores	757	858	954	1,003	1,140	1,111	1,020	1,142	1,053	1,141	1,396	2,040	13,615	
Dept. stores (excl. leased depts.)	509	603	680	730	828	802	718	839	778	841	1,059	1,593	9,900	
Dept. stores (incl. leased depts.)	522	619	699	751	849	822	735	860	797	861	1,085	1,623	10,223	
Food group stores	1,986	1,911	2,032	1,998	2,177	2,156	2,212	2,255	2,056	2,080	2,128	2,219	25,210	
GAF, total <sup>2</sup>	1,797	1,979	2,220	2,302	2,538	2,456	2,348	2,718	2,489	2,673	3,035	4,470	31,025	
Middle Atlantic, total	22,537	23,523	26,257	26,711	28,882	27,663	27,325	28,441	26,479	28,453	28,876	33,423	328,570	
Durable goods, total	8,217	9,123	10,423	10,887	12,040	11,467	11,264	11,549	10,522	11,433	11,051	12,116	130,092	
Automotive dealers	4,947	5,811	6,729	6,788	7,308	6,862	6,710	6,709	6,181	6,743	6,120	5,452	76,360	
Nondurable goods, total	14,320	14,400	15,834	15,824	16,842	16,196	16,061	16,892	15,957	17,020	17,825	21,307	198,478	
General merchandise group stores	1,787	2,166	2,456	2,559	2,883	2,733	2,456	2,808	2,660	2,877	3,629	5,222	34,236	
Dept. stores (excl. leased depts.)	1,354	1,681	1,915	2,014	2,264	2,131	1,889	2,212	2,101	2,271	2,944	4,279	27,055	
Dept. stores (incl. leased depts.)	1,395	1,733	1,975	2,076	2,328	2,188	1,940	2,274	2,156	2,331	3,024	4,364	27,784	
Food group stores	4,634	4,381	4,788	4,634	4,961	4,856	4,925	4,958	4,624	4,939	4,905	5,174	57,779	
Gasoline service stations	1,319	1,306	1,412	1,464	1,581	1,514	1,501	1,512	1,410	1,493	1,445	1,465	17,422	
Apparel & accessory stores	1,133	1,271	1,566	1,678	1,736	1,633	1,477	1,833	1,736	1,795	1,973	2,658	20,499	
Eating and drinking places	2,009	2,084	2,312	2,270	2,443	2,451	2,562	2,641	2,475	2,417	2,275	2,355	28,294	
Drug & proprietary stores	1,195	1,206	1,262	1,279	1,346	1,269	1,310	1,337	1,276	1,357	1,310	1,679	15,826	
GAF, total <sup>2</sup>	4,980	5,477	6,267	6,464	7,010	6,761	6,350	7,338	6,784	7,199	8,580	12,608	85,818	
East North Central, total	28,962	30,495	33,273	33,520	36,563	34,484	34,920	35,712	32,829	35,503	36,053	41,819	414,133	
Durable goods, total	11,798	12,865	13,912	14,299	15,666	14,524	15,099	14,762	13,399	14,617	13,799	15,409	170,149	
Automotive dealers	7,513	8,621	9,249	9,288	10,031	9,197	9,634	9,235	8,272	9,282	8,066	7,789	106,177	
Furniture group stores	1,767	1,743	1,944	1,842	1,920	1,901	1,943	2,057	1,934	2,020	2,275	2,801	24,147	
Nondurable goods, total	17,164	17,630	19,361	19,221	20,897	19,960	19,821	20,950	19,430	20,886	22,254	26,410	243,984	
General merchandise group stores	3,344	3,611	4,137	4,183	4,671	4,553	4,258	4,729	4,378	4,756	5,746	8,104	56,470	
Dept. stores (excl. leased depts.)	2,811	3,037	3,495	3,537	3,924	3,825	3,568	4,009	3,720	4,015	4,899	6,966	47,806	
Dept. stores (incl. leased depts.)	2,866	3,105	3,569	3,617	4,005	3,900	3,636	4,091	3,792	4,094	5,001	7,083	48,759	
Food group stores	4,822	4,724	5,032	4,886	5,300	5,127	5,274	5,329	4,919	5,086	5,202	5,501	61,202	
Gasoline service stations	2,072	1,993	2,226	2,249	2,445	2,355	2,372	2,390	2,224	2,339	2,302	2,289	27,556	
Apparel & accessory stores	945	1,075	1,207	1,238	1,322	1,238	1,157	1,420	1,292	1,374	1,566	2,156	15,990	
Eating and drinking places	3,117	3,233	3,590	3,533	3,881	3,778	3,773	3,933	3,505	3,722	3,512	3,569	43,146	
GAF, total <sup>2</sup>	6,960	7,332	8,248	8,278	9,011	8,770	8,419	9,381	8,682	9,229	11,045	15,983	111,338	
West North Central, total	12,600	13,197	14,414	14,589	15,540	14,945	15,014	15,563	14,295	15,131	15,084	17,168	177,540	
Durable goods, total	4,759	5,397	5,878	6,051	6,346	6,004	6,022	6,113	5,597	5,870	5,410	5,933	69,380	
Automotive dealers	3,245	3,844	4,219	4,156	4,244	4,020	3,979	4,055	3,723	3,858	3,321	3,183	45,847	
Nondurable goods, total	7,841	7,800	8,536	8,538	9,194	8,941	8,992	9,450	8,698	9,261	9,674	11,235	108,160	
General merchandise group stores	1,449	1,546	1,774	1,806	2,023	1,956	1,859	2,081	1,858	1,997	2,358	3,285	23,992	
Dept. stores (excl. leased depts.)	1,186	1,279	1,468	1,481	1,650	1,588	1,493	1,707	1,515	1,627	1,932	2,745	19,871	
Dept. stores (incl. leased depts.)	1,200	1,297	1,489	1,501	1,670	1,607	1,512	1,728	1,532	1,646	1,957	2,771	19,910	
Food group stores	2,465	2,306	2,429	2,471	2,646	2,550	2,665	2,680	2,442	2,582	2,612	2,725	30,573	
Gasoline service stations	1,067	1,006	1,141	1,190	1,261	1,305	1,284	1,264	1,184	1,265	1,173	1,168	14,308	
Apparel & accessory stores	350	404	446	460	499	465	457	583	481	500	558	786	5,989	
GAF, total <sup>2</sup>	2,706	2,903	3,202	3,209	3,576	3,430	3,327	3,812	3,374	3,558	4,198	6,014	43,309	
South Atlantic, total	33,626	35,370	39,480	38,454	41,003	38,654	38,648	40,400	37,415	39,721	40,284	47,233	470,288	
Durable goods, total	14,272	15,051	17,146	16,646	18,109	16,854	16,724	17,413	16,296	17,044	16,180	18,477	200,212	
Automotive dealers	8,716	9,178	10,483	9,701	10,602	9,630	9,694	10,165	9,477	9,903	8,658	8,538	114,745	
Furniture group stores	2,067	2,008	2,224	2,070	2,161	2,148	2,084	2,254	2,141	2,280	2,574	3,153	27,164	
Nondurable goods, total	19,354	20,319	22,334	21,808	22,894	21,800	21,924	22,987	21,119	22,677	24,104	28,756	270,076	
General merchandise group stores	3,381	3,881	4,377	4,345	4,688	4,418	4,299	4,793	4,266	4,759	5,832	8,513	57,552	
Dept. stores (excl. leased depts.)	2,550	2,942	3,353	3,351	3,569	3,370	3,284	3,706	3,300	3,659	4,570	6,688	44,342	
Dept. stores (incl. leased depts.)	2,601	3,008	3,425	3,425	3,640	3,432	3,343	3,779	3,361	3,726	4,653	6,777	45,170	
Food group stores	6,630	6,472	6,928	6,750	7,098	6,815	7,083	7,080	6,617	6,957	7,009	7,341	82,780	
Gasoline service stations	2,053	2,055	2,322	2,372	2,509	2,455	2,407	2,439	2,235	2,331	2,288	2,341	27,807	
Apparel & accessory stores	1,250	1,498	1,822	1,857	1,905	1,775	1,687	2,024	1,724	1,885	2,158	2,992	22,577	
GAF, total <sup>2</sup>	7,801	8,590	9,688	9,596	10,201	9,714	9,500	10,641	9,512	10,318	12,393	18,156	126,110	
East South Central, total	9,662	10,193	11,569	11,671	12,702	12,059	11,783	12,267	11,060	11,559	12,035	13,693	140,253	
Durable goods, total	3,906	4,137	4,949	5,103	5,661	5,388	5,081	5,138	4,644	4,708	4,656	5,043	58,414	
Nondurable goods, total	5,756	6,056	6,620	6,568	7,041	6,671	6,702	7,129	6,416	6,851	7,379	8,650	81,839	
General merchandise group stores	1,277	1,425	1,657	1,645	1,822	1,711	1,647	1,810	1,642	1,810	2,214	3,029	21,689	
Dept. stores (excl. leased depts.)	1,005	1,129	1,329	1,317	1,455	1,365	1,317	1,463	1,329	1,450	1,787	2,453	17,399	
Dept. stores (incl. leased depts.)	1,016	1,143	1,346	1,334	1,471	1,379	1,331	1,478	1,343	1,464	1,806	2,474	17,585	
Food group stores	3,566	3,465	3,741	3,660	3,880	3,758	3,824	3,850	3,647	3,753	3,760	3,910	44,814	
Apparel & accessory stores	696	773	913	889	925	859	903	1,049	842	895	1,000	1,528	11,272	
GAF, total <sup>2</sup>	4,625	4,816	5,490	5,331	5,817	5,486	5,527	6,090	5,256	5,593	6,442	9,661	70,134	
Mountain, total	11,207	11,618	12,646	12,663	13,704	13,315	13,539	13,965	12,540	13,204	13,320	15,235	156,956	
Nondurable goods, total	6,818	6,944	7,613	7,625	8,109	7,795	7,951	8,412	7,470	7,946</				

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>Pacific, total</b> . . . . .	<b>27,038</b>	<b>27,386</b>	<b>30,177</b>	<b>29,502</b>	<b>31,547</b>	<b>31,208</b>	<b>31,242</b>	<b>32,472</b>	<b>30,182</b>	<b>31,194</b>	<b>31,660</b>	<b>37,442</b>	<b>371,050</b>
Durable goods, total . . . . .	10,826	11,081	12,464	12,174	13,076	12,989	12,997	13,353	12,548	12,794	12,511	14,213	151,026
Automotive dealers . . . . .	6,008	6,351	7,261	6,771	7,230	7,165	7,040	7,264	6,890	6,888	6,433	6,351	81,652
Furniture group stores . . . . .	1,730	1,638	1,754	1,707	1,792	1,770	1,831	1,937	1,919	1,954	2,059	2,586	22,677
Nondurable goods, total . . . . .	16,212	16,305	17,713	17,328	18,471	18,219	18,245	19,119	17,634	18,400	19,149	23,229	220,024
General merchandise group stores . . . . .	3,109	3,258	3,624	3,629	3,918	3,878	3,741	4,183	3,717	4,012	4,583	6,800	48,452
Dept. stores, (excl. leased depts.) . . . . .	1,973	2,064	2,347	2,389	2,557	2,506	2,427	2,742	2,443	2,598	3,081	4,862	31,989
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	2,015	2,114	2,405	2,445	2,613	2,556	2,477	2,796	2,493	2,652	3,146	4,940	32,652
Food group stores . . . . .	5,278	5,128	5,539	5,241	5,557	5,549	5,656	5,787	5,448	5,559	5,644	6,087	66,473
Gasoline service stations . . . . .	1,770	1,750	1,900	2,011	2,244	2,193	2,182	2,212	2,016	2,004	1,857	1,859	23,998
Apparel & accessory stores . . . . .	1,129	1,213	1,467	1,468	1,545	1,555	1,556	1,724	1,496	1,566	1,792	2,538	19,049
Eating and drinking places . . . . .	2,799	2,863	3,057	2,946	3,065	3,019	3,041	3,101	2,881	3,010	2,975	3,092	35,849
Drug & proprietary stores . . . . .	1,004	977	977	1,002	1,044	953	1,009	1,022	950	1,036	1,020	1,317	12,311
<b>GAF, total<sup>2</sup></b> . . . . .	<b>7,176</b>	<b>7,300</b>	<b>8,083</b>	<b>8,008</b>	<b>8,544</b>	<b>8,550</b>	<b>8,468</b>	<b>9,347</b>	<b>8,446</b>	<b>8,901</b>	<b>10,127</b>	<b>14,900</b>	<b>107,850</b>

<sup>P</sup>Preliminary estimates.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Yearly totals for area tables for 1996 include December preliminary data (the last month the area data was collected). As a result the 1996 areas will not sum to the 1996 U.S. total, which includes December final data. Totals include data for kinds of business not shown.



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
New England, total	8,636	8,485	9,754	9,609	10,364	10,586	9,918	10,484	10,109	10,272	10,695	12,780	121,692
Nondurable goods, total	5,887	5,765	6,485	6,424	6,765	6,808	6,515	6,854	6,732	6,830	7,458	9,089	81,612
General merchandise group stores	786	789	949	994	1,082	1,114	1,013	1,075	1,061	1,088	1,399	2,039	13,389
Dept. stores (excl. leased depts.)	535	556	677	722	781	804	720	779	780	788	1,047	1,537	9,726
Dept. stores (incl. leased depts.)	548	569	693	740	800	824	737	798	800	806	1,073	1,569	9,957
Food group stores	1,960	1,863	2,066	2,034	2,160	2,194	2,248	2,206	2,113	2,061	2,113	2,325	25,343
GAF, total <sup>2</sup>	1,862	1,837	2,191	2,261	2,451	2,459	2,302	2,578	2,505	2,509	2,964	4,377	30,296
Middle Atlantic, total	22,302	21,154	25,276	24,810	26,993	27,337	25,931	27,548	25,882	26,145	27,555	32,128	313,061
Durable goods, total	8,118	7,700	9,807	9,457	10,742	11,132	10,209	11,322	9,904	10,004	10,064	10,800	119,259
Automotive dealers	4,716	4,561	6,126	5,666	6,375	6,701	6,078	6,811	5,751	5,907	5,581	4,776	69,049
Nondurable goods, total	14,184	13,454	15,469	15,353	16,251	16,205	15,722	16,226	15,978	16,141	17,491	21,328	193,802
General merchandise group stores	1,873	1,939	2,390	2,507	2,716	2,724	2,516	2,649	2,646	2,723	3,650	5,158	33,491
Dept. stores (excl. leased depts.)	1,411	1,496	1,871	1,965	2,119	2,126	1,954	2,065	2,077	2,148	2,963	4,198	26,393
Dept. stores (incl. leased depts.)	1,453	1,539	1,922	2,021	2,177	2,183	2,004	2,124	2,134	2,201	3,040	4,289	27,087
Food group stores	4,483	4,147	4,628	4,551	4,799	4,771	4,752	4,697	4,557	4,565	4,650	5,248	55,848
Gasoline service stations	1,313	1,255	1,374	1,337	1,479	1,528	1,514	1,550	1,432	1,417	1,376	1,410	16,985
Apparel & accessory stores	1,199	1,199	1,545	1,648	1,674	1,639	1,457	1,690	1,794	1,727	1,984	2,746	20,302
Eating and drinking places	2,111	2,009	2,325	2,355	2,556	2,623	2,651	2,721	2,514	2,465	2,335	2,478	29,143
Drug & proprietary stores	1,119	1,059	1,165	1,168	1,210	1,161	1,140	1,167	1,179	1,234	1,226	1,521	14,349
GAF, total <sup>2</sup>	5,103	5,020	6,031	6,191	6,606	6,676	6,264	6,806	6,784	6,752	8,438	12,279	82,950
East North Central, total	27,630	27,380	32,467	31,567	34,550	34,552	32,708	34,836	32,283	32,935	35,009	40,629	396,546
Durable goods, total	10,677	10,905	13,518	12,866	14,642	14,938	13,502	14,648	13,023	13,313	13,682	15,042	160,756
Automotive dealers	6,739	7,077	8,980	8,262	9,162	9,678	8,525	9,342	7,936	8,216	8,036	7,376	99,329
Furniture group stores	1,642	1,535	1,764	1,608	1,820	1,828	1,793	1,970	1,886	1,962	2,223	2,861	22,892
Nondurable goods, total	16,953	16,475	18,949	18,701	19,908	19,614	19,206	20,188	19,260	19,622	21,327	25,587	235,790
General merchandise group stores	3,283	3,285	4,057	4,107	4,342	4,443	4,183	4,500	4,275	4,475	5,625	7,769	54,344
Dept. stores (excl. leased depts.)	2,713	2,727	3,405	3,440	3,601	3,719	3,519	3,804	3,627	3,781	4,802	6,618	45,756
Dept. stores (incl. leased depts.)	2,770	2,779	3,473	3,511	3,673	3,790	3,581	3,877	3,694	3,854	4,900	6,734	46,636
Food group stores	4,761	4,477	4,846	4,800	5,074	5,009	5,060	5,121	4,911	4,859	5,032	5,575	59,525
Gasoline service stations	1,983	1,839	2,094	2,078	2,261	2,331	2,287	2,302	2,159	2,151	2,052	2,153	25,690
Apparel & accessory stores	944	968	1,250	1,284	1,344	1,320	1,216	1,436	1,424	1,363	1,629	2,277	16,455
Eating and drinking places	3,115	3,063	3,566	3,490	3,673	3,605	3,676	3,825	3,556	3,548	3,337	3,504	41,958
GAF, total <sup>2</sup>	6,656	6,607	7,961	7,950	8,601	8,652	8,178	9,035	8,665	8,831	10,885	15,710	107,731
West North Central, total	12,395	12,267	14,352	14,127	15,085	15,189	14,578	15,153	14,208	14,227	14,660	16,769	173,010
Durable goods, total	4,592	4,771	5,786	5,538	6,082	6,144	5,687	6,006	5,500	5,357	5,357	5,806	66,626
Automotive dealers	3,095	3,280	4,102	3,806	4,110	4,195	3,764	4,055	3,641	3,428	3,331	3,188	43,995
Nondurable goods, total	7,803	7,496	8,566	8,589	9,003	9,045	8,891	9,147	8,708	8,870	9,303	10,963	106,384
General merchandise group stores	1,430	1,416	1,734	1,754	1,879	1,904	1,831	1,986	1,864	1,908	2,328	3,214	23,248
Dept. stores (excl. leased depts.)	1,168	1,172	1,425	1,424	1,516	1,540	1,468	1,627	1,515	1,552	1,913	2,684	18,984
Dept. stores (incl. leased depts.)	1,183	1,189	1,442	1,441	1,533	1,557	1,482	1,644	1,532	1,569	1,936	2,692	19,200
Food group stores	2,434	2,260	2,438	2,520	2,593	2,577	2,702	2,623	2,474	2,568	2,550	2,778	30,517
Gasoline service stations	1,000	958	1,090	1,089	1,293	1,375	1,233	1,211	1,156	1,153	1,059	1,091	13,708
Apparel & accessory stores	383	372	470	470	480	474	462	554	495	467	560	793	5,980
GAF, total <sup>2</sup>	2,682	2,643	3,133	3,113	3,335	3,339	3,238	3,605	3,365	3,381	4,120	5,879	41,833
South Atlantic, total	32,000	31,636	37,069	36,132	37,803	37,346	36,079	37,357	35,908	36,188	37,914	45,104	440,536
Durable goods, total	13,370	13,336	16,163	15,416	16,623	16,602	15,438	16,024	15,429	15,288	15,323	17,502	186,514
Automotive dealers	7,933	8,112	9,950	9,387	10,109	10,138	9,232	9,585	9,075	9,055	8,538	8,337	109,451
Furniture group stores	1,942	1,847	2,049	1,858	1,991	2,045	2,038	2,151	2,152	2,110	2,510	3,209	25,902
Nondurable goods, total	18,630	18,300	20,906	20,716	21,180	20,744	20,641	21,333	20,479	20,900	22,591	27,602	254,022
General merchandise group stores	3,335	3,435	4,160	4,247	4,314	4,192	4,140	4,405	4,108	4,340	5,570	8,133	54,379
Dept. stores (excl. leased depts.)	2,480	2,587	3,185	3,261	3,249	3,171	3,165	3,366	3,145	3,319	4,321	6,221	41,470
Dept. stores (incl. leased depts.)	2,528	2,638	3,247	3,324	3,310	3,227	3,220	3,433	3,204	3,374	4,398	6,309	42,212
Food group stores	6,294	5,915	6,572	6,456	6,610	6,507	6,626	6,628	6,424	6,423	6,543	7,228	78,226
Gasoline service stations	2,042	1,960	2,226	2,196	2,349	2,365	2,327	2,333	2,188	2,169	2,111	2,164	26,430
Apparel & accessory stores	1,272	1,346	1,769	1,831	1,774	1,681	1,618	1,849	1,717	1,692	2,094	2,972	21,615
GAF, total <sup>2</sup>	7,544	7,679	9,081	9,068	9,285	9,129	8,973	9,688	9,220	9,330	11,722	17,398	118,117
East South Central, total	9,390	9,346	11,169	11,013	11,872	11,872	11,406	11,972	11,081	11,058	11,686	13,474	135,339
Durable goods, total	3,841	3,793	4,799	4,617	5,127	5,218	4,797	5,136	4,722	4,602	4,661	5,074	56,387
Nondurable goods, total	5,549	5,553	6,370	6,396	6,745	6,654	6,609	6,836	6,359	6,456	7,025	8,400	78,952
General merchandise group stores	1,200	1,238	1,553	1,581	1,601	1,599	1,566	1,663	1,571	1,659	2,125	2,890	20,246
Dept. stores (excl. leased depts.)	942	982	1,245	1,269	1,273	1,267	1,250	1,318	1,258	1,339	1,697	2,314	16,154
Dept. stores (incl. leased depts.)	951	991	1,257	1,284	1,286	1,280	1,261	1,333	1,270	1,352	1,714	2,332	16,311
GAF, total <sup>2</sup>	2,280	2,174	2,675	2,743	2,852	2,810	2,780	3,032	2,784	2,910	3,706	5,153	35,899
West South Central, total	17,622	17,432	20,506	19,746	21,365	21,393	20,856	21,721	20,223	20,202	20,621	24,631	246,318
Durable goods, total	6,946	7,001	8,582	7,879	8,984	9,257	8,638	9,221	8,491	8,317	8,153	9,239	100,708
Automotive dealers	4,659	4,791	6,028	5,318	6,124	6,371	5,901	6,249	5,724	5,536	5,154	5,177	67,032
Nondurable goods, total	10,676	10,431	11,924	11,867	12,381	12,136	12,218	12,500	11,732	11,885	12,468		



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1995												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>25,696</b>	<b>25,180</b>	<b>28,646</b>	<b>27,995</b>	<b>29,866</b>	<b>30,425</b>	<b>29,782</b>	<b>30,752</b>	<b>29,467</b>	<b>29,214</b>	<b>30,236</b>	<b>36,277</b>	<b>353,536</b>
Durable goods, total . . . . .	9,861	10,020	11,489	11,082	12,059	12,511	11,871	12,368	11,929	11,662	11,693	13,421	139,966
Automotive dealers . . . . .	5,484	5,587	6,528	6,149	6,728	7,120	6,610	6,749	6,726	6,391	6,037	5,921	76,030
Furniture group stores . . . . .	1,753	1,624	1,824	1,654	1,691	1,733	1,707	1,781	1,788	1,763	1,996	2,528	21,842
Nondurable goods, total . . . . .	15,835	15,160	17,157	16,913	17,807	17,914	17,911	18,384	17,538	17,552	18,543	22,856	213,570
General merchandise group stores . . . . .	3,050	2,970	3,472	3,514	3,727	3,786	3,742	3,927	3,660	3,750	4,428	6,606	46,632
Dept. stores, (excl. leased depts.) . . . . .	1,905	1,914	2,255	2,291	2,419	2,450	2,460	2,595	2,417	2,441	3,013	4,711	30,871
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,946	1,960	2,308	2,344	2,473	2,499	2,510	2,648	2,471	2,493	3,077	4,795	31,524
Food group stores . . . . .	5,233	4,847	5,460	5,262	5,431	5,449	5,524	5,490	5,413	5,267	5,380	6,158	64,914
Gasoline service stations . . . . .	1,803	1,733	1,882	1,862	2,027	2,023	2,032	2,084	1,944	1,910	1,831	1,827	22,958
Apparel & accessory stores . . . . .	1,067	1,074	1,320	1,359	1,402	1,489	1,479	1,549	1,436	1,375	1,658	2,416	17,624
Eating and drinking places . . . . .	2,698	2,625	2,915	2,958	3,100	3,078	3,171	3,241	3,019	3,121	2,972	3,082	35,980
Drug & proprietary stores . . . . .	968	927	989	991	1,023	995	961	983	959	981	986	1,274	12,037
GAF, total <sup>2</sup> . . . . .	6,901	6,681	7,704	7,595	7,991	8,190	8,098	8,580	8,026	8,046	9,558	14,356	101,726

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1994												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
New England, total	8,408	8,313	9,895	9,750	10,092	10,390	9,965	10,440	10,293	10,497	10,597	12,812	121,452
Nondurable goods, total	5,990	5,839	6,664	6,421	6,636	6,676	6,602	6,837	6,732	6,969	7,278	9,024	81,668
General merchandise group stores	741	747	928	957	1,015	1,068	963	1,058	1,044	1,099	1,359	2,027	13,006
Dept. stores (excl. leased depts.)	493	508	638	679	722	755	674	761	752	799	1,012	1,529	9,322
Dept. stores (incl. leased depts.)	508	522	656	700	743	776	692	785	774	820	1,038	1,564	9,578
Food group stores	1,954	1,824	2,042	1,993	2,116	2,141	2,212	2,158	2,093	2,096	2,033	2,228	24,890
GAF, total <sup>2</sup>	1,722	1,753	2,154	2,212	2,348	2,412	2,282	2,626	2,523	2,609	2,999	4,509	30,149
Middle Atlantic, total	20,816	20,772	24,907	24,957	25,978	26,548	25,406	26,555	25,667	26,053	26,867	32,040	306,566
Durable goods, total	7,081	7,488	9,376	9,826	10,249	10,647	9,770	10,398	9,865	9,800	9,757	10,928	115,185
Automotive dealers	4,116	4,633	6,011	6,115	6,075	6,382	5,759	6,083	5,805	5,655	5,345	4,808	66,787
Nondurable goods, total	13,735	13,284	15,531	15,131	15,729	15,901	15,636	16,157	15,802	16,253	17,110	21,112	191,381
General merchandise group stores	1,615	1,793	2,300	2,365	2,500	2,573	2,345	2,569	2,576	2,775	3,493	5,120	32,024
Dept. stores (excl. leased depts.)	1,239	1,388	1,810	1,875	1,966	2,017	1,828	2,029	2,036	2,207	2,835	4,152	25,382
Dept. stores (incl. leased depts.)	1,283	1,431	1,865	1,935	2,026	2,077	1,882	2,087	2,099	2,269	2,915	4,243	26,112
Food group stores	4,578	4,193	4,727	4,512	4,731	4,767	4,786	4,660	4,618	4,642	4,680	5,233	56,127
Gasoline service stations	1,232	1,204	1,317	1,295	1,383	1,452	1,482	1,534	1,429	1,465	1,420	1,440	16,653
Apparel & accessory stores	1,155	1,194	1,605	1,678	1,640	1,619	1,483	1,735	1,778	1,831	1,979	2,827	20,524
Eating and drinking places	1,955	2,024	2,316	2,406	2,568	2,649	2,711	2,723	2,469	2,419	2,233	2,411	28,884
Drug & proprietary stores	1,032	1,000	1,134	1,046	1,093	1,085	1,092	1,118	1,078	1,121	1,113	1,425	13,337
GAF, total <sup>2</sup>	4,589	4,793	5,976	6,129	6,300	6,506	6,028	6,671	6,582	6,879	8,156	12,245	80,854
East North Central, total	25,465	26,214	31,423	31,707	31,601	32,200	30,977	32,886	31,230	32,462	33,401	39,784	379,350
Durable goods, total	9,626	10,437	13,142	13,601	12,760	13,355	12,201	13,296	12,542	12,859	12,666	14,260	150,745
Automotive dealers	6,112	6,939	8,853	9,008	7,825	8,417	7,602	8,284	7,777	7,977	7,468	7,071	93,333
Furniture group stores	1,369	1,373	1,650	1,569	1,560	1,673	1,615	1,728	1,672	1,761	2,022	2,701	20,693
Nondurable goods, total	15,839	15,777	18,281	18,106	18,841	18,845	18,776	19,590	18,688	19,603	20,735	25,524	228,605
General merchandise group stores	3,039	3,075	3,832	3,855	4,005	4,092	3,853	4,225	3,949	4,409	5,270	7,706	51,310
Dept. stores (excl. leased depts.)	2,520	2,544	3,212	3,221	3,329	3,412	3,224	3,559	3,321	3,694	4,440	6,500	42,976
Dept. stores (incl. leased depts.)	2,579	2,602	3,282	3,294	3,401	3,486	3,289	3,634	3,394	3,772	4,533	6,634	43,900
Food group stores	4,547	4,337	4,787	4,739	4,964	4,979	5,073	5,031	4,853	4,819	4,886	5,540	58,555
Gasoline service stations	1,795	1,725	1,895	1,901	1,975	2,070	2,178	2,245	2,151	2,146	2,074	2,127	24,282
Apparel & accessory stores	933	971	1,294	1,246	1,262	1,236	1,184	1,422	1,323	1,391	1,581	2,341	16,184
Eating and drinking places	2,758	2,961	3,385	3,353	3,522	3,571	3,734	3,681	3,457	3,539	3,312	3,539	40,812
GAF, total <sup>2</sup>	6,094	6,181	7,623	7,563	7,756	7,951	7,557	8,414	7,910	8,518	10,137	15,306	101,010
West North Central, total	11,485	11,394	13,808	13,500	14,230	14,240	13,877	14,579	13,943	14,170	14,305	16,796	166,327
Durable goods, total	4,159	4,390	5,679	5,482	5,862	5,855	5,410	5,774	5,545	5,462	5,283	5,873	64,774
Automotive dealers	2,786	3,027	4,078	3,746	3,859	3,886	3,441	3,734	3,619	3,490	3,288	3,233	42,187
Nondurable goods, total	7,326	7,004	8,129	8,018	8,368	8,385	8,467	8,805	8,398	8,708	9,022	10,923	101,553
General merchandise group stores	1,332	1,322	1,675	1,649	1,778	1,748	1,690	1,856	1,714	1,870	2,183	3,146	21,963
Dept. stores (excl. leased depts.)	1,076	1,071	1,359	1,319	1,428	1,401	1,350	1,511	1,387	1,520	1,792	2,605	17,819
Dept. stores (incl. leased depts.)	1,088	1,087	1,378	1,338	1,447	1,420	1,369	1,530	1,407	1,540	1,817	2,638	18,059
Food group stores	2,279	2,087	2,336	2,362	2,420	2,464	2,576	2,513	2,423	2,506	2,520	2,773	29,259
Gasoline service stations	991	920	1,024	1,063	1,169	1,154	1,177	1,192	1,132	1,136	1,068	1,077	13,103
Apparel & accessory stores	359	374	481	461	482	473	478	584	501	514	589	873	6,169
GAF, total <sup>2</sup>	2,504	2,540	3,077	3,045	3,194	3,171	3,124	3,483	3,198	3,379	3,944	5,845	40,504
South Atlantic, total	29,370	29,799	35,032	34,141	34,739	34,670	33,953	35,257	34,069	34,647	36,049	43,717	415,443
Durable goods, total	11,764	12,166	14,742	14,341	14,839	14,977	14,036	14,877	14,572	14,290	14,694	17,016	172,314
Automotive dealers	7,211	7,456	9,060	8,584	8,758	8,866	8,188	8,681	8,425	8,288	8,182	8,182	99,881
Furniture group stores	1,657	1,640	1,821	1,737	1,837	1,875	1,895	2,022	2,009	2,023	2,323	3,016	23,855
Nondurable goods, total	17,606	17,633	20,290	19,800	19,900	19,693	19,917	20,380	19,497	20,357	21,355	26,701	243,129
General merchandise group stores	3,088	3,298	3,969	3,870	3,934	3,913	3,833	4,107	3,828	4,211	5,070	7,842	50,963
Dept. stores (excl. leased depts.)	2,276	2,458	3,006	2,940	2,943	2,934	2,894	3,128	2,894	3,199	3,851	5,934	38,457
Dept. stores (incl. leased depts.)	2,323	2,512	3,069	3,007	3,004	2,993	2,950	3,190	2,952	3,260	3,926	6,035	39,221
Food group stores	5,854	5,573	6,236	6,115	6,189	6,180	6,372	6,284	6,147	6,235	6,240	6,948	74,373
Gasoline service stations	1,982	1,916	2,158	2,170	2,191	2,214	2,270	2,330	2,179	2,186	2,149	2,205	25,950
Apparel & accessory stores	1,214	1,312	1,743	1,690	1,625	1,594	1,571	1,833	1,635	1,751	1,970	2,980	20,918
GAF, total <sup>2</sup>	6,786	7,150	8,537	8,325	8,471	8,512	8,421	9,195	8,626	9,123	10,805	16,701	110,652
East South Central, total	8,305	8,964	10,567	10,394	10,717	10,873	10,467	11,183	10,667	10,706	11,146	13,116	127,105
Durable goods, total	3,072	3,463	4,398	4,281	4,423	4,662	4,201	4,651	4,506	4,267	4,347	4,923	51,194
Nondurable goods, total	5,233	5,501	6,169	6,113	6,294	6,211	6,266	6,532	6,161	6,439	6,799	8,193	75,911
General merchandise group stores	1,084	1,201	1,454	1,445	1,483	1,473	1,440	1,542	1,430	1,583	1,912	2,750	18,797
Dept. stores (excl. leased depts.)	853	937	1,150	1,137	1,163	1,158	1,142	1,219	1,140	1,269	1,510	2,196	14,874
Dept. stores (incl. leased depts.)	863	950	1,164	1,152	1,178	1,172	1,156	1,235	1,156	1,284	1,527	2,219	15,056
GAF, total <sup>2</sup>	2,026	2,098	2,495	2,464	2,559	2,545	2,516	2,809	2,541	2,805	3,322	4,902	33,082
West South Central, total	16,197	16,376	19,226	18,763	19,650	19,854	19,582	20,322	19,019	19,278	19,822	24,090	232,179
Durable goods, total	6,171	6,442	7,784	7,634	8,017	8,339	7,908	8,277	7,725	7,592	7,703	8,856	92,448
Automotive dealers	4,132	4,414	5,408	5,170	5,402	5,680	5,277	5,478	5,128	5,058	4,886	4,986	61,019
Nondurable goods, total	10,026	9,934	11,442	11,129	11,633	11,515	11,674	12,045	11,294	11,686	12,119	15,234	

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1994												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Pacific, total . . . . .	24,609	24,264	27,698	27,278	28,213	28,895	28,981	29,468	28,444	28,975	29,472	35,533	341,830
Durable goods, total . . . . .	9,472	9,541	10,917	10,820	11,266	11,611	11,569	11,859	11,575	11,656	11,287	13,012	134,585
Automotive dealers . . . . .	5,399	5,510	6,229	6,159	6,357	6,568	6,533	6,583	6,471	6,643	6,052	5,836	74,340
Furniture group stores . . . . .	1,512	1,472	1,660	1,576	1,661	1,695	1,722	1,771	1,795	1,812	2,012	2,675	21,363
Nondurable goods, total . . . . .	15,137	14,723	16,781	16,458	16,947	17,284	17,412	17,609	16,869	17,319	18,185	22,521	207,245
General merchandise group stores . . . . .	2,863	2,869	3,401	3,289	3,491	3,541	3,489	3,682	3,488	3,694	4,376	6,358	44,541
Dept. stores, (excl. leased depts.) . . . . .	1,783	1,811	2,223	2,121	2,266	2,322	2,289	2,450	2,279	2,404	2,995	4,583	29,526
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,835	1,870	2,291	2,184	2,327	2,379	2,346	2,510	2,341	2,460	3,060	4,673	30,276
Food group stores . . . . .	4,983	4,701	5,290	5,139	5,234	5,384	5,502	5,338	5,275	5,257	5,255	6,050	63,408
Gasoline service stations . . . . .	1,667	1,608	1,794	1,792	1,886	1,974	1,974	2,046	1,910	1,955	1,899	1,928	22,433
Apparel & accessory stores . . . . .	1,050	1,095	1,403	1,375	1,388	1,505	1,528	1,573	1,408	1,448	1,703	2,481	17,957
Eating and drinking places . . . . .	2,614	2,535	2,774	2,836	2,851	2,808	2,937	2,858	2,729	2,840	2,726	2,873	33,381
Drug & proprietary stores . . . . .	982	919	1,017	999	1,013	999	980	1,004	936	970	961	1,305	12,085
GAF, total <sup>2</sup> . . . . .	6,393	6,456	7,550	7,287	7,634	7,866	7,897	8,292	7,857	8,079	9,455	14,100	98,866

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1993												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
New England, total	8,230	7,911	8,854	9,128	9,369	9,679	9,671	9,679	9,652	9,954	10,041	12,155	114,323
Nondurable goods, total	5,720	5,538	6,115	6,145	6,409	6,335	6,384	6,409	6,476	6,808	7,094	8,752	78,185
General merchandise group stores	706	745	856	953	1,009	977	931	997	1,000	1,085	1,313	1,993	12,565
Dept. stores (excl. leased depts.)	471	478	558	647	708	677	623	694	697	762	942	1,455	8,712
Dept. stores (incl. leased depts.)	484	494	576	668	729	698	642	717	719	783	968	1,490	8,968
Food group stores	1,911	1,761	1,904	1,915	2,041	1,996	2,127	2,003	1,960	2,017	1,972	2,175	23,782
GAF, total <sup>2</sup>	1,752	1,742	1,967	2,198	2,307	2,242	2,225	2,445	2,371	2,463	2,810	4,335	28,857
Middle Atlantic, total	20,764	19,582	22,015	23,706	24,436	24,853	24,858	24,914	24,125	24,653	25,399	30,898	290,203
Durable goods, total	6,921	6,522	7,695	8,873	9,095	9,610	9,551	9,534	8,867	8,827	8,917	10,472	104,884
Automotive dealers	3,822	3,643	4,567	5,323	5,181	5,503	5,360	5,527	5,020	5,030	4,908	4,671	58,555
Nondurable goods, total	13,843	13,060	14,320	14,833	15,341	15,243	15,307	15,380	15,258	15,826	16,482	20,426	185,319
General merchandise group stores	1,640	1,686	2,003	2,279	2,462	2,310	2,201	2,350	2,404	2,576	3,231	4,835	29,977
Dept. stores (excl. leased depts.)	1,256	1,291	1,558	1,799	1,936	1,811	1,699	1,844	1,893	2,052	2,615	3,945	23,699
Dept. stores (incl. leased depts.)	1,298	1,336	1,609	1,860	1,999	1,866	1,751	1,899	1,954	2,111	2,688	4,039	24,410
Food group stores	4,442	4,087	4,405	4,371	4,576	4,630	4,854	4,580	4,586	4,673	4,587	5,187	54,978
Gasoline service stations	1,283	1,245	1,322	1,349	1,435	1,442	1,445	1,414	1,342	1,402	1,354	1,370	16,403
Apparel & accessory stores	1,259	1,149	1,378	1,698	1,694	1,582	1,516	1,697	1,733	1,800	1,914	2,730	20,150
Eating and drinking places	2,118	1,970	2,120	2,251	2,421	2,497	2,511	2,569	2,333	2,384	2,190	2,297	27,661
Drug & proprietary stores	1,036	1,062	1,089	1,119	1,114	1,128	1,109	1,092	1,076	1,094	1,103	1,447	13,469
GAF, total <sup>2</sup>	4,770	4,550	5,223	5,951	6,176	6,115	6,089	6,330	6,333	6,537	7,658	11,709	77,441
East North Central, total	24,449	23,932	28,152	29,330	30,362	29,959	30,191	30,133	28,984	30,178	31,086	37,126	353,882
Durable goods, total	8,635	8,787	10,800	11,493	11,779	12,073	11,941	11,765	11,221	11,347	11,362	13,055	134,258
Automotive dealers	5,388	5,676	7,038	7,516	7,462	7,622	7,611	7,368	6,878	7,019	6,686	6,467	82,731
Furniture group stores	1,278	1,198	1,382	1,301	1,322	1,412	1,471	1,458	1,490	1,517	1,752	2,329	17,910
Nondurable goods, total	15,814	15,145	17,352	17,837	18,583	17,886	18,250	18,368	17,763	18,831	19,724	24,071	219,624
General merchandise group stores	2,810	2,778	3,366	3,572	3,818	3,661	3,649	3,880	3,727	4,112	4,843	7,075	47,291
Dept. stores (excl. leased depts.)	2,305	2,264	2,795	2,977	3,165	3,028	3,022	3,261	3,130	3,455	4,064	5,968	39,434
Dept. stores (incl. leased depts.)	2,357	2,321	2,860	3,046	3,234	3,093	3,085	3,329	3,199	3,529	4,152	6,093	40,298
Food group stores	4,565	4,318	4,661	4,774	5,031	4,855	5,108	4,878	4,652	4,775	4,739	5,282	57,638
Gasoline service stations	1,824	1,739	1,927	1,936	2,072	2,059	2,073	2,023	1,912	1,992	1,882	1,896	23,335
Apparel & accessory stores	1,000	966	1,178	1,316	1,329	1,256	1,258	1,408	1,373	1,399	1,552	2,302	16,337
Eating and drinking places	2,900	2,694	3,224	3,289	3,405	3,381	3,522	3,513	3,287	3,401	3,154	3,361	39,131
GAF, total <sup>2</sup>	5,753	5,590	6,645	7,003	7,307	7,181	7,207	7,646	7,422	7,845	9,233	14,057	92,889
West North Central, total	10,858	10,458	12,560	12,868	13,196	13,142	13,086	13,333	12,888	13,364	13,504	15,803	155,060
Durable goods, total	3,789	3,708	4,980	5,027	5,011	5,246	4,950	5,050	4,872	4,957	4,973	5,553	58,116
Automotive dealers	2,482	2,474	3,499	3,450	3,307	3,497	3,228	3,301	3,205	3,243	3,147	3,143	37,976
Nondurable goods, total	7,069	6,750	7,580	7,841	8,185	7,896	8,136	8,283	8,016	8,407	8,531	10,250	96,944
General merchandise group stores	1,225	1,193	1,455	1,555	1,688	1,602	1,615	1,758	1,649	1,820	2,054	2,946	20,560
Dept. stores (excl. leased depts.)	986	965	1,172	1,230	1,342	1,269	1,266	1,412	1,319	1,448	1,648	2,397	16,454
Dept. stores (incl. leased depts.)	999	978	1,187	1,247	1,358	1,285	1,281	1,430	1,337	1,464	1,671	2,425	16,662
Food group stores	2,263	2,077	2,206	2,349	2,384	2,329	2,457	2,292	2,243	2,401	2,321	2,539	27,861
Gasoline service stations	1,006	935	1,039	1,096	1,162	1,133	1,151	1,104	1,059	1,133	1,065	1,050	12,933
Apparel & accessory stores	379	361	445	495	511	468	492	556	520	520	579	843	6,169
GAF, total <sup>2</sup>	2,359	2,280	2,713	2,856	3,072	2,990	3,003	3,258	3,067	3,228	3,713	5,485	38,024
South Atlantic, total	27,919	28,056	30,642	31,957	32,735	32,171	32,500	31,987	31,126	32,212	34,030	41,019	386,354
Durable goods, total	10,493	10,922	11,823	12,631	13,200	13,231	13,025	12,680	12,488	12,498	13,360	15,451	151,802
Automotive dealers	6,139	6,626	7,130	7,560	7,926	7,930	7,885	7,463	7,351	7,241	7,605	7,676	88,532
Furniture group stores	1,575	1,509	1,623	1,594	1,669	1,697	1,766	1,768	1,712	1,779	2,015	2,529	21,236
Nondurable goods, total	17,426	17,134	18,819	19,326	19,535	18,940	19,475	19,307	18,638	19,714	20,670	25,568	234,552
General merchandise group stores	2,993	3,094	3,470	3,720	3,843	3,633	3,654	3,830	3,574	3,981	4,832	7,420	48,044
Dept. stores (excl. leased depts.)	2,124	2,227	2,533	2,732	2,797	2,632	2,654	2,841	2,637	2,957	3,569	5,499	35,202
Dept. stores (incl. leased depts.)	2,170	2,277	2,586	2,789	2,855	2,688	2,707	2,900	2,691	3,009	3,634	5,595	35,901
Food group stores	5,705	5,350	5,761	5,868	5,885	5,833	6,134	5,798	5,716	5,904	5,809	6,501	70,264
Gasoline service stations	2,056	2,004	2,177	2,187	2,206	2,193	2,234	2,168	2,044	2,144	2,110	2,105	25,628
Apparel & accessory stores	1,277	1,282	1,541	1,719	1,657	1,525	1,545	1,689	1,563	1,651	1,885	2,751	20,085
GAF, total <sup>2</sup>	6,704	6,745	7,528	8,029	8,178	7,885	7,962	8,318	7,858	8,406	10,000	15,220	102,833
East South Central, total	7,977	7,981	8,943	9,146	9,648	9,493	9,800	9,850	9,449	9,711	10,090	11,818	113,906
Durable goods, total	2,914	2,833	3,406	3,380	3,551	3,655	3,696	3,718	3,700	3,566	3,696	4,078	42,193
Nondurable goods, total	5,063	5,148	5,537	5,766	6,097	5,838	6,104	6,132	5,749	6,145	6,394	7,740	71,713
General merchandise group stores	1,014	1,056	1,202	1,317	1,387	1,314	1,341	1,404	1,312	1,488	1,781	2,515	17,131
Dept. stores (excl. leased depts.)	790	821	940	1,026	1,078	1,019	1,043	1,097	1,025	1,179	1,386	1,975	13,379
Dept. stores (incl. leased depts.)	800	834	953	1,040	1,092	1,033	1,057	1,110	1,039	1,192	1,402	1,997	13,549
GAF, total <sup>2</sup>	1,988	1,895	2,134	2,297	2,339	2,250	2,328	2,501	2,330	2,583	3,080	4,384	30,109
West South Central, total	15,183	15,056	17,279	17,497	18,133	17,890	18,502	18,284	17,442	17,883	18,181	22,302	213,632
Durable goods, total	5,303	5,396	6,489	6,573	6,806	6,979	7,063	6,909	6,684	6,614	6,593	8,005	79,414
Automotive dealers	3,515	3,668	4,463	4,411	4,491	4,702	4,801	4,625	4,468	4,346	4,166	4,609	52,265
Nondurable goods, total	9,880	9,660	10,790	10,924	11,327	10,911	11,439	11,375	10,758	11,269	11,588	14,297	134,218
General merchandise group stores	1,966												

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division end kind of business	1993												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Pacific, total . . . . .	23,662	22,923	25,970	26,208	27,213	27,196	27,619	27,090	26,274	26,949	27,302	33,451	321,857
Durable goods, total . . . . .	8,918	8,687	10,062	10,177	10,548	10,797	10,743	10,317	10,189	10,338	9,989	11,869	122,634
Automotive dealers . . . . .	5,040	4,911	5,721	5,730	5,905	6,096	6,134	5,708	5,668	5,883	5,249	5,338	67,383
Furniture group stores . . . . .	1,453	1,344	1,474	1,406	1,461	1,542	1,453	1,470	1,468	1,522	1,689	2,224	18,506
Nondurable goods, total . . . . .	14,744	14,236	15,908	16,031	16,665	16,399	16,876	16,773	16,085	16,611	17,313	21,582	199,223
General merchandise group stores . . . . .	2,743	2,749	3,181	3,167	3,461	3,338	3,376	3,522	3,307	3,472	4,103	6,144	42,563
Dept. stores, (excl. leased depts.) . . . . .	1,668	1,670	1,998	2,003	2,170	2,099	2,133	2,285	2,100	2,210	2,708	4,291	27,335
Dept. stores, (incl. leased depts.) . . . . .	1,722	1,731	2,067	2,072	2,241	2,165	2,200	2,353	2,168	2,278	2,785	4,406	28,188
Food group stores . . . . .	4,718	4,443	4,908	4,922	5,045	5,008	5,235	5,016	5,018	5,033	4,994	5,770	60,110
Gesoline service stations . . . . .	1,674	1,616	1,747	1,758	1,831	1,858	1,936	1,924	1,798	1,886	1,821	1,793	21,642
Apparel & accessory stores . . . . .	1,062	1,047	1,277	1,342	1,396	1,429	1,471	1,481	1,368	1,379	1,625	2,441	17,318
Eating and drinking places . . . . .	2,677	2,546	2,788	2,863	2,912	2,830	2,938	2,893	2,609	2,777	2,593	2,685	33,111
Drug & proprietary stores . . . . .	943	904	1,001	1,014	989	989	989	970	953	980	969	1,336	12,037
GAF, total <sup>2</sup> . . . . .	6,212	6,085	6,951	6,973	7,419	7,404	7,403	7,627	7,219	7,436	8,727	13,267	92,723

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1992												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
New England, total	8,166	8,044	8,617	8,847	9,211	9,170	9,082	9,043	8,921	9,551	9,361	11,613	109,626
Nondurable goods, total	5,758	5,605	5,955	6,024	6,282	6,080	6,089	6,286	6,069	6,597	6,718	8,349	75,812
General merchandise group stores	662	677	779	844	923	877	810	919	876	971	1,190	1,883	11,411
Dept. stores (excl. leased depts.)	438	477	567	617	681	644	577	678	647	717	870	1,372	8,285
Dept. stores (incl. leased depts.)	450	491	586	639	702	664	595	701	668	741	896	1,410	8,543
Food group stores	1,932	1,830	1,895	1,946	2,054	1,985	2,113	2,024	1,939	2,018	1,927	2,124	23,787
GAF, total <sup>2</sup>	1,690	1,746	1,879	2,009	2,134	2,062	1,981	2,278	2,176	2,367	2,703	4,236	27,261
Middle Atlantic, total	20,123	20,305	21,731	22,626	23,605	23,887	23,786	23,879	22,822	23,959	23,689	29,417	279,829
Durable goods, total	6,814	7,170	7,805	8,157	8,502	8,900	8,618	8,304	7,994	8,163	7,522	9,373	97,322
Automotive dealers	3,709	4,039	4,522	4,662	4,737	5,043	4,862	4,658	4,442	4,524	3,954	3,823	52,975
Nondurable goods, total	13,309	13,135	13,926	14,469	15,103	14,987	15,168	15,575	14,828	15,796	16,167	20,044	182,507
General merchandise group stores	1,555	1,692	1,926	2,157	2,304	2,137	1,970	2,234	2,171	2,418	3,007	4,583	28,154
Dept. stores (excl. leased depts.)	1,190	1,327	1,552	1,725	1,858	1,712	1,557	1,793	1,745	1,943	2,444	3,707	22,553
Dept. stores (incl. leased depts.)	1,234	1,378	1,606	1,788	1,920	1,767	1,610	1,849	1,805	2,007	2,518	3,804	23,286
Food group stores	4,273	4,137	4,308	4,326	4,488	4,412	4,607	4,487	4,367	4,573	4,392	4,916	53,286
Gasoline service stations	1,367	1,275	1,315	1,290	1,416	1,485	1,497	1,540	1,434	1,457	1,379	1,402	16,857
Apparel & accessory stores	1,146	1,182	1,345	1,617	1,625	1,617	1,591	1,871	1,805	1,880	1,937	2,811	20,427
Eating and drinking places	2,109	2,126	2,255	2,202	2,413	2,442	2,466	2,543	2,178	2,243	2,199	2,330	27,506
Drug & proprietary stores	982	968	970	1,044	1,038	1,021	1,065	1,044	1,014	1,071	1,018	1,327	12,562
GAF, total <sup>2</sup>	4,632	4,835	5,228	5,745	5,948	5,837	5,629	6,190	5,978	6,331	7,160	11,222	74,735
East North Central, total	23,407	23,711	25,482	26,614	27,897	27,540	27,387	28,025	27,178	29,157	28,651	34,465	329,514
Durable goods, total	8,023	8,457	9,210	10,074	10,336	10,702	10,413	10,350	10,421	10,743	9,695	11,332	119,756
Automotive dealers	5,074	5,501	5,933	6,488	6,377	6,647	6,491	6,364	6,517	6,681	5,726	5,495	73,294
Furniture group stores	1,178	1,162	1,224	1,198	1,200	1,288	1,284	1,299	1,325	1,402	1,491	1,971	16,022
Nondurable goods, total	15,384	15,254	16,272	16,540	17,561	16,838	16,974	17,675	16,757	18,414	18,956	23,133	209,758
General merchandise group stores	2,538	2,720	3,116	3,285	3,564	3,335	3,245	3,656	3,308	3,825	4,533	6,619	43,744
Dept. stores (excl. leased depts.)	2,089	2,258	2,624	2,756	2,968	2,771	2,695	3,074	2,763	3,212	3,802	5,527	36,539
Dept. stores (incl. leased depts.)	2,139	2,316	2,694	2,828	3,039	2,841	2,762	3,149	2,834	3,295	3,895	5,659	37,451
Food group stores	4,601	4,360	4,440	4,535	4,804	4,660	4,873	4,812	4,589	4,801	4,733	5,166	56,374
Gasoline service stations	1,793	1,723	1,842	1,847	2,036	2,023	2,017	2,018	1,939	2,032	1,935	1,983	23,188
Apparel & accessory stores	867	946	1,122	1,237	1,279	1,213	1,185	1,454	1,303	1,435	1,530	2,312	15,883
Eating and drinking places	2,654	2,680	2,832	2,822	3,049	2,893	2,941	3,017	2,883	3,265	2,982	3,097	35,115
GAF, total <sup>2</sup>	5,177	5,449	6,143	6,509	6,871	6,684	6,518	7,255	6,727	7,442	8,526	13,107	86,408
West North Central, total	10,192	9,884	10,863	11,469	12,391	12,032	12,332	12,166	11,836	12,493	12,139	14,495	142,292
Durable goods, total	3,672	3,451	3,946	4,317	4,707	4,708	4,743	4,391	4,468	4,472	4,154	4,776	51,805
Automotive dealers	2,370	2,232	2,627	2,815	2,947	3,041	3,063	2,744	2,851	2,801	2,509	2,500	32,500
Nondurable goods, total	6,520	6,433	6,917	7,152	7,684	7,324	7,589	7,775	7,368	8,021	7,985	9,719	90,487
General merchandise group stores	1,133	1,177	1,379	1,438	1,586	1,465	1,465	1,632	1,456	1,650	1,901	2,729	19,011
Dept. stores (excl. leased depts.)	915	968	1,122	1,158	1,277	1,171	1,147	1,317	1,159	1,314	1,532	2,218	15,298
Dept. stores (incl. leased depts.)	928	984	1,138	1,175	1,293	1,187	1,162	1,334	1,176	1,333	1,554	2,246	15,510
Food group stores	2,053	1,969	2,034	2,169	2,276	2,174	2,346	2,230	2,116	2,294	2,175	2,435	26,271
Gasoline service stations	956	918	996	1,050	1,192	1,169	1,190	1,153	1,123	1,205	1,086	1,089	13,127
Apparel & accessory stores	368	373	441	472	489	451	453	556	481	510	543	849	5,986
GAF, total <sup>2</sup>	2,181	2,222	2,550	2,685	2,922	2,736	2,749	3,061	2,787	3,018	3,432	5,158	35,501
South Atlantic, total	25,590	26,346	28,578	29,161	29,926	29,431	29,522	29,252	28,782	30,285	30,572	38,044	355,489
Durable goods, total	9,321	9,919	10,939	11,052	11,388	11,768	11,475	10,798	11,196	11,292	11,122	13,527	133,797
Automotive dealers	5,573	6,030	6,625	6,587	6,745	6,986	6,731	6,086	6,556	6,584	6,071	6,422	76,996
Furniture group stores	1,330	1,326	1,403	1,372	1,432	1,466	1,604	1,558	1,515	1,595	1,790	2,284	18,675
Nondurable goods, total	16,269	16,427	17,639	18,109	18,538	17,663	18,047	18,454	17,586	18,993	19,450	24,517	221,692
General merchandise group stores	2,618	2,889	3,198	3,355	3,451	3,241	3,231	3,561	3,307	3,686	4,479	6,940	43,956
Dept. stores (excl. leased depts.)	1,887	2,116	2,392	2,488	2,520	2,367	2,352	2,627	2,418	2,722	3,312	5,047	32,248
Dept. stores (incl. leased depts.)	1,931	2,165	2,450	2,547	2,572	2,418	2,399	2,680	2,470	2,780	3,374	5,137	32,923
Food group stores	5,502	5,329	5,586	5,669	5,810	5,635	5,962	5,701	5,465	5,791	5,613	6,236	68,299
Gasoline service stations	1,891	1,886	2,055	2,077	2,195	2,175	2,217	2,196	2,086	2,182	2,092	2,204	25,256
Apparel & accessory stores	1,142	1,228	1,453	1,606	1,497	1,407	1,365	1,607	1,484	1,603	1,747	2,743	18,882
GAF, total <sup>2</sup>	5,909	6,264	6,898	7,214	7,306	7,031	7,118	7,695	7,223	7,847	9,202	14,440	94,147
East South Central, total	7,215	7,507	8,160	8,320	8,851	8,737	8,906	9,116	8,665	9,159	9,213	10,991	104,840
Durable goods, total	2,315	2,496	2,853	2,856	3,159	3,313	3,231	3,242	3,219	3,236	3,133	3,760	36,813
Nondurable goods, total	4,900	5,011	5,307	5,464	5,692	5,424	5,675	5,874	5,446	5,923	6,080	7,231	68,027
General merchandise group stores	914	1,016	1,125	1,185	1,228	1,140	1,146	1,263	1,152	1,327	1,590	2,271	15,357
Dept. stores (excl. leased depts.)	701	789	891	936	966	900	902	998	898	1,044	1,251	1,790	12,066
Dept. stores (incl. leased depts.)	711	801	906	951	979	913	915	1,013	912	1,059	1,267	1,813	12,240
Food group stores	3,384	3,264	3,445	3,383	3,539	3,491	3,583	3,548	3,410	3,479	3,366	3,697	41,589
Apparel & accessory stores	595	650	766	870	847	803	876	973	822	882	967	1,518	10,569
GAF, total <sup>2</sup>	3,517	3,696	4,078	4,217	4,397	4,183	4,302	4,629	4,098	4,455	5,084	7,830	54,486
Mountain, total	8,180	8,136	8,792	9,054	9,370	9,237	9,544	9,704	9,251	9,714	9,553	11,595	112,130
Nondurable goods, total	5,370	5,273	5,546	5,699	6,043	5,785	6,008	6,284	5,806	6,124	6,297	7,749	71,984
General merchandise group stores	817	861	980	1,028	1,095	1,027	1,040	1,176	1,016	1,142	1,372	2,081	



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1992												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
Pacific, total .....	23,810	23,467	25,365	25,636	26,485	26,354	26,741	26,600	25,465	26,634	26,456	32,332	315,345
Durable goods, total .....	8,558	8,599	9,657	9,721	9,791	10,276	10,206	9,835	9,617	10,136	9,568	11,485	117,449
Automotive dealers .....	4,642	4,780	5,516	5,532	5,424	5,805	5,699	5,366	5,296	5,640	5,010	5,053	63,763
Furniture group stores .....	1,426	1,407	1,484	1,435	1,461	1,530	1,551	1,555	1,476	1,546	1,611	2,219	18,701
Nondurable goods, total .....	15,252	14,868	15,708	15,915	16,694	16,078	16,535	16,765	15,848	16,498	16,888	20,847	197,896
General merchandise group stores .....	2,804	2,859	3,112	3,147	3,387	3,249	3,286	3,490	3,245	3,472	4,067	5,940	42,058
Dept. stores, (excl. leased depts.) .....	1,573	1,679	1,918	1,917	2,098	1,976	2,005	2,187	1,976	2,101	2,556	4,079	26,065
Dept. stores, (incl. leased depts.) <sup>1</sup> .....	1,622	1,743	1,987	1,983	2,169	2,040	2,069	2,256	2,047	2,173	2,638	4,200	26,927
Food group stores .....	4,783	4,642	4,827	4,885	5,105	4,962	5,182	5,009	4,839	4,930	4,750	5,359	59,273
Gasoline service stations .....	1,495	1,444	1,554	1,582	1,736	1,738	1,861	1,888	1,801	1,832	1,756	1,772	20,459
Apparel & accessory stores .....	1,058	1,105	1,254	1,314	1,373	1,400	1,391	1,446	1,322	1,369	1,536	2,323	16,891
Eating and drinking places .....	3,020	2,828	2,985	2,969	3,050	2,783	2,914	2,971	2,680	2,827	2,733	2,767	34,527
Drug & proprietary stores .....	1,036	1,004	1,051	1,083	1,042	1,026	955	980	956	1,010	946	1,308	12,397
GAF, total <sup>2</sup> .....	6,296	6,360	6,820	6,848	7,231	7,199	7,250	7,570	7,069	7,454	8,483	12,904	91,484

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1991													Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
New England, total	7,729	7,518	8,553	8,529	9,327	9,274	9,193	9,455	9,069	9,124	9,362	10,966	108,099	
Nondurable goods, total	5,494	5,181	5,932	5,717	6,313	6,166	6,208	6,540	6,004	6,234	6,587	7,829	74,205	
General merchandise group stores	570	597	769	795	893	848	802	905	831	871	1,117	1,648	10,646	
Dept. stores (excl. leased depts.)	392	435	565	591	662	607	550	672	599	643	843	1,277	7,836	
Dept. stores (incl. leased depts.)	405	453	587	612	684	626	567	694	618	663	866	1,311	8,086	
Food group stores	1,921	1,753	2,009	1,890	2,120	2,045	2,144	2,171	1,941	1,982	1,984	2,065	24,025	
GAF, total <sup>2</sup>	1,525	1,565	1,913	1,889	2,101	2,025	1,948	2,226	2,079	2,110	2,578	3,941	25,900	
Middle Atlantic, total	19,404	19,113	22,172	21,976	23,881	23,013	22,856	23,612	21,996	22,566	23,530	27,096	271,215	
Durable goods, total	6,328	6,707	7,880	8,161	8,746	8,505	8,506	8,356	7,838	7,906	7,839	8,704	95,476	
Automotive dealers	3,273	3,659	4,479	4,682	4,847	4,673	4,716	4,550	4,259	4,312	4,040	3,327	50,817	
Nondurable goods, total	13,076	12,406	14,292	13,815	15,135	14,508	14,350	15,256	14,158	14,660	15,691	18,392	175,739	
General merchandise group stores	1,369	1,476	1,970	1,993	2,297	2,071	1,880	2,178	2,032	2,213	2,950	4,220	26,649	
Dept. stores (excl. leased depts.)	1,082	1,192	1,600	1,638	1,864	1,670	1,508	1,793	1,669	1,809	2,412	3,511	21,748	
Dept. stores (incl. leased depts.)	1,128	1,238	1,664	1,699	1,928	1,726	1,559	1,854	1,723	1,869	2,484	3,604	22,476	
Food group stores	4,325	4,057	4,639	4,247	4,864	4,675	4,692	4,769	4,353	4,412	4,488	4,680	54,201	
Gasoline service stations	1,397	1,275	1,377	1,435	1,549	1,513	1,547	1,582	1,440	1,493	1,440	1,438	17,486	
Apparel & accessory stores	1,101	1,105	1,514	1,537	1,638	1,467	1,348	1,688	1,560	1,570	1,750	2,361	18,639	
Eating and drinking places	1,965	1,942	2,219	2,262	2,428	2,545	2,516	2,596	2,408	2,418	2,292	2,420	28,011	
Drug & proprietary stores	886	857	933	883	918	912	908	940	897	954	932	1,219	11,239	
GAF, total <sup>2</sup>	4,421	4,479	5,570	5,554	6,143	5,695	5,433	6,129	5,760	5,948	7,160	10,326	72,618	
East North Central, total	21,924	21,583	25,501	25,986	28,007	26,972	26,732	27,631	25,136	26,696	27,100	30,967	314,235	
Durable goods, total	7,232	7,627	9,075	9,787	10,304	9,961	9,927	9,797	8,906	9,294	8,793	9,643	110,346	
Automotive dealers	4,550	4,971	5,909	6,265	6,456	6,290	6,230	6,055	5,537	5,791	5,152	4,882	68,088	
Furniture group stores	1,048	1,017	1,149	1,155	1,202	1,205	1,268	1,241	1,150	1,214	1,332	1,685	14,666	
Nondurable goods, total	14,692	13,956	16,426	16,199	17,703	17,011	16,805	17,834	16,230	17,402	18,307	21,324	203,889	
General merchandise group stores	2,278	2,285	3,002	2,941	3,319	3,088	2,878	3,320	2,966	3,361	4,159	5,843	39,440	
Dept. stores (excl. leased depts.)	1,866	1,891	2,526	2,470	2,755	2,572	2,402	2,818	2,511	2,843	3,504	4,960	33,118	
Dept. stores (incl. leased depts.)	1,919	1,955	2,611	2,545	2,834	2,641	2,466	2,898	2,578	2,919	3,594	5,086	34,046	
Food group stores	4,477	4,144	4,735	4,599	5,131	4,941	4,978	4,991	4,540	4,689	4,706	4,973	56,904	
Gasoline service stations	2,031	1,744	1,918	1,947	2,092	2,117	2,097	2,139	1,983	2,056	1,967	1,964	24,055	
Apparel & accessory stores	817	841	1,187	1,132	1,220	1,103	1,062	1,372	1,111	1,200	1,374	1,990	14,409	
Eating and drinking places	2,327	2,277	2,630	2,695	2,880	2,981	2,955	3,057	2,818	2,998	2,822	2,743	33,183	
GAF, total <sup>2</sup>	4,759	4,752	6,046	5,890	6,511	6,152	5,951	6,728	5,912	6,471	7,752	11,267	78,191	
West North Central, total	9,458	9,235	10,944	10,994	11,831	11,499	11,385	11,808	10,787	11,113	11,171	12,982	133,207	
Durable goods, total	3,092	3,112	3,831	4,018	4,180	4,108	4,113	4,106	3,872	3,861	3,664	4,170	46,127	
Automotive dealers	2,001	2,044	2,547	2,613	2,685	2,694	2,686	2,625	2,516	2,430	2,253	2,363	29,457	
Nondurable goods, total	6,366	6,123	7,113	6,976	7,651	7,391	7,272	7,702	6,915	7,252	7,507	8,812	87,080	
General merchandise group stores	1,038	1,040	1,349	1,359	1,545	1,436	1,348	1,547	1,324	1,500	1,741	2,505	17,732	
Dept. stores (excl. leased depts.)	814	836	1,087	1,079	1,184	1,121	1,060	1,252	1,067	1,189	1,415	2,046	14,150	
Dept. stores (incl. leased depts.)	827	852	1,107	1,097	1,202	1,137	1,075	1,270	1,084	1,207	1,436	2,072	14,366	
Food group stores	1,972	1,863	2,136	2,038	2,253	2,232	2,173	2,222	2,029	2,081	2,127	2,212	25,338	
Gasoline service stations	1,068	925	1,017	1,050	1,129	1,119	1,140	1,153	1,049	1,084	1,027	1,014	12,775	
Apparel & accessory stores	343	349	467	454	477	445	455	544	459	477	511	720	5,701	
GAF, total <sup>2</sup>	2,002	1,990	2,502	2,534	2,765	2,584	2,507	2,830	2,493	2,703	3,045	4,409	32,364	
South Atlantic, total	24,877	24,491	28,317	27,626	29,712	28,164	28,496	29,428	26,791	27,886	28,632	33,552	337,972	
Durable goods, total	8,911	8,966	10,390	10,587	11,516	10,817	11,099	10,882	10,321	10,456	9,924	11,497	125,366	
Automotive dealers	5,330	5,395	6,316	6,268	6,911	6,524	6,735	6,405	6,156	6,100	5,390	5,416	72,946	
Furniture group stores	1,257	1,245	1,371	1,337	1,447	1,402	1,458	1,521	1,462	1,444	1,547	1,929	17,420	
Nondurable goods, total	15,966	15,525	17,927	17,039	18,196	17,347	17,397	18,546	16,470	17,430	18,708	22,055	212,606	
General merchandise group stores	2,249	2,427	3,107	2,988	3,206	2,977	2,851	3,231	2,821	3,119	4,082	6,150	39,208	
Dept. stores (excl. leased depts.)	1,679	1,810	2,357	2,288	2,370	2,220	2,151	2,477	2,122	2,348	3,062	4,497	29,381	
Dept. stores (incl. leased depts.)	1,726	1,869	2,433	2,357	2,429	2,272	2,202	2,545	2,172	2,405	3,128	4,586	30,124	
Food group stores	5,565	5,199	5,884	5,419	5,901	5,687	5,684	5,820	5,334	5,493	5,610	5,828	67,424	
Gasoline service stations	2,071	1,896	2,062	2,060	2,184	2,077	2,098	2,195	1,994	2,085	2,101	2,030	24,853	
Apparel & accessory stores	1,006	1,061	1,485	1,377	1,428	1,305	1,344	1,639	1,340	1,433	1,631	2,330	17,379	
GAF, total <sup>2</sup>	5,276	5,550	6,867	6,575	7,077	6,599	6,546	7,391	6,513	6,974	8,470	12,713	86,551	
East South Central, total	6,541	6,595	7,718	7,596	8,337	7,947	8,033	8,365	7,538	7,876	8,127	9,300	93,973	
Durable goods, total	1,966	2,148	2,523	2,588	2,957	2,779	2,825	2,802	2,562	2,598	2,447	2,710	30,905	
Nondurable goods, total	4,575	4,447	5,195	5,008	5,380	5,168	5,208	5,563	4,976	5,278	5,680	6,590	63,068	
General merchandise group stores	780	820	1,103	1,055	1,122	1,062	1,039	1,178	1,032	1,148	1,447	1,999	13,785	
Dept. stores (excl. leased depts.)	615	650	888	845	897	852	818	934	816	901	1,157	1,617	10,990	
Dept. stores (incl. leased depts.)	624	661	901	857	910	862	827	945	827	914	1,171	1,639	11,138	
GAF, total <sup>2</sup>	1,471	1,562	1,975	1,888	2,044	1,931	1,919	2,180	1,881	2,044	2,469	3,570	24,934	
West South Central, total	13,446	13,362	15,605	15,165	16,560	15,542	15,773	16,435	14,673	15,521	15,938	18,823	186,843	
Durable goods, total	4,244	4,454	5,323	5,338	5,967	5,520	5,681	5,727	5,146	5,460	5,166	5,881	63,907	
Automotive dealers	2,676	2,870	3,456	3,420	3,868	3,539	3,695	3,660	3,290	3,507	3,158	3,264	40,403	
Nondurable goods, total	9,202	8,908	10,282	9,827	10,593	10,022	10,092	10,708	9,527	10,061	10,772	12,942	122,936	
General merchandise group stores	1,613	1,692	2,179	2,041	2,242	2,141	2,093	2,358	1,955	2,147				

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1991												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> .....	<b>23,063</b>	<b>22,069</b>	<b>25,040</b>	<b>25,202</b>	<b>26,540</b>	<b>26,018</b>	<b>26,349</b>	<b>26,884</b>	<b>24,947</b>	<b>25,530</b>	<b>26,134</b>	<b>30,773</b>	<b>308,549</b>
Durable goods, total .....	8,074	8,060	8,959	9,553	9,730	9,319	9,409	9,377	9,123	9,035	8,917	10,172	109,728
Automotive dealers .....	4,228	4,312	4,941	5,280	5,281	4,972	5,038	4,893	5,005	4,757	4,524	4,396	57,627
Furniture group stores .....	1,391	1,331	1,484	1,473	1,507	1,511	1,528	1,538	1,422	1,527	1,638	1,960	18,310
Nondurable goods, total .....	14,989	14,009	16,081	15,649	16,810	16,699	16,940	17,507	15,824	16,495	17,217	20,601	198,821
General merchandise group stores .....	2,456	2,367	2,981	2,856	3,244	3,254	3,152	3,461	3,043	3,311	3,921	5,786	39,832
Dept. stores, (excl. leased depts.) .....	1,479	1,510	1,904	1,829	1,988	1,952	1,942	2,193	1,861	2,022	2,484	3,824	24,988
Dept. stores, (incl. leased depts.) <sup>1</sup> .....	1,531	1,571	1,976	1,901	2,060	2,017	2,004	2,267	1,928	2,090	2,556	3,935	25,836
Food group stores .....	4,848	4,485	5,106	4,867	5,234	5,158	5,231	5,286	4,881	4,967	5,004	5,213	60,280
Gasoline service stations .....	1,627	1,433	1,486	1,502	1,655	1,706	1,792	1,856	1,674	1,672	1,582	1,597	19,582
Apparel & accessory stores .....	1,033	1,042	1,376	1,329	1,428	1,497	1,446	1,598	1,339	1,369	1,611	2,305	17,373
Eating and drinking places .....	2,921	2,749	3,073	3,102	3,176	3,132	3,251	3,256	2,884	3,071	3,021	3,109	36,745
Drug & proprietary stores .....	997	941	1,057	1,010	1,066	1,026	1,032	1,042	992	1,003	998	1,363	12,527
GAF, total <sup>2</sup> .....	5,880	5,720	6,865	6,620	7,270	7,302	7,142	7,734	6,840	7,278	8,404	12,326	89,381

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1990												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
New England, total	8,292	7,803	9,001	8,709	9,392	9,470	9,052	9,715	9,106	9,010	9,397	10,665	109,612
Nondurable goods, total	5,580	5,265	5,976	5,764	6,173	6,201	6,008	6,494	6,058	6,170	6,644	7,726	74,059
General merchandise group stores	570	583	752	749	800	815	728	847	800	805	1,062	1,587	10,098
Dept. stores (excl. leased depts.)	418	441	586	595	624	635	536	662	607	622	834	1,267	7,827
Dept. stores (incl. leased depts.)	431	457	610	617	644	656	553	686	630	643	860	1,306	8,093
Food group stores	1,933	1,847	2,067	1,986	2,130	2,167	2,181	2,220	2,032	1,995	1,999	2,106	24,663
GAF, total <sup>2</sup>	1,644	1,625	1,956	1,905	2,018	2,053	1,853	2,171	2,033	1,983	2,412	3,600	25,253
Middla Atlantic, total	20,377	19,765	22,834	22,423	23,900	23,654	22,805	24,075	22,274	22,888	23,955	27,205	276,155
Durable goods, total	7,590	7,459	8,665	8,609	9,341	9,206	8,796	9,098	8,028	8,263	8,302	8,945	102,302
Automotive dealers	4,276	4,063	5,053	5,031	5,343	5,265	4,980	5,161	4,375	4,464	4,310	3,408	55,729
Nondurable goods, total	12,787	12,306	14,169	13,814	14,559	14,448	14,009	14,977	14,246	14,625	15,653	18,260	173,853
General merchandise group stores	1,382	1,515	1,929	1,984	2,112	2,087	1,808	2,101	2,010	2,082	2,842	4,101	25,953
Dept. stores (excl. leased depts.)	1,128	1,231	1,625	1,658	1,751	1,736	1,480	1,753	1,674	1,742	2,365	3,453	21,596
Dept. stores (incl. leased depts.)	1,182	1,287	1,692	1,721	1,815	1,797	1,538	1,820	1,737	1,806	2,449	3,563	22,407
Food group stores	4,128	3,989	4,478	4,210	4,578	4,591	4,521	4,624	4,424	4,399	4,588	4,845	53,375
Gasoline service stations	1,237	1,179	1,297	1,288	1,377	1,373	1,395	1,612	1,577	1,661	1,618	1,529	17,143
Apparel & accessory stores	1,170	1,078	1,433	1,533	1,569	1,526	1,344	1,602	1,519	1,536	1,700	2,345	18,355
Eating and drinking places	2,167	2,137	2,536	2,468	2,556	2,660	2,623	2,632	2,443	2,397	2,220	2,315	29,154
Drug & proprietary stores	825	784	829	831	864	859	852	889	844	877	877	1,090	10,421
GAF, total <sup>2</sup>	4,665	4,601	5,527	5,562	5,950	5,834	5,304	5,952	5,746	5,949	7,133	10,408	72,631
East North Central, total	22,149	21,030	25,044	25,061	26,754	26,637	25,603	27,131	25,154	26,546	27,081	30,304	308,494
Durable goods, total	8,355	7,861	9,577	9,781	10,688	10,483	10,035	10,320	9,080	9,570	8,991	9,204	113,945
Automotive dealers	5,474	5,140	6,280	6,361	6,859	6,590	6,386	6,570	5,652	5,988	5,274	4,571	71,145
Furniture group stores	1,161	1,055	1,223	1,142	1,219	1,200	1,174	1,194	1,140	1,231	1,314	1,559	14,612
Nondurable goods, total	13,794	13,169	15,467	15,280	16,066	16,154	15,568	16,811	16,074	16,976	18,090	21,100	194,549
General merchandise group stores	2,113	2,126	2,823	2,793	2,941	2,955	2,711	3,088	2,870	3,084	3,927	5,575	37,006
Dept. stores (excl. leased depts.)	1,771	1,777	2,412	2,386	2,457	2,501	2,289	2,621	2,428	2,612	3,291	4,701	31,246
Dept. stores (incl. leased depts.)	1,829	1,850	2,500	2,471	2,539	2,581	2,367	2,711	2,507	2,697	3,393	4,853	32,298
Food group stores	4,284	4,095	4,673	4,497	4,827	4,878	4,710	4,845	4,675	4,659	4,705	5,116	55,964
Gasoline service stations	1,897	1,658	1,879	1,900	1,967	2,017	1,984	2,177	2,149	2,382	2,288	2,210	24,508
Apparel & accessory stores	831	808	1,101	1,101	1,100	1,086	986	1,261	1,115	1,179	1,348	1,912	13,828
Eating and drinking places	2,269	2,180	2,521	2,539	2,634	2,743	2,750	2,785	2,669	2,782	2,623	2,624	31,119
GAF, total <sup>2</sup>	4,722	4,568	5,811	5,685	5,991	5,994	5,551	6,285	5,790	6,175	7,485	10,786	74,843
West North Central, total	9,238	8,722	10,502	10,346	11,119	11,047	10,854	11,632	10,707	10,976	11,130	12,471	128,744
Durable goods, total	3,379	3,061	3,866	3,843	4,118	4,037	4,004	4,183	3,792	3,839	3,570	3,622	45,314
Automotive dealers	2,191	1,915	2,496	2,449	2,554	2,532	2,554	2,655	2,404	2,344	2,117	1,907	28,118
Nondurable goods, total	5,859	5,661	6,636	6,503	7,001	7,010	6,850	7,449	6,915	7,137	7,560	8,849	83,430
General merchandise group stores	945	933	1,207	1,234	1,335	1,317	1,233	1,423	1,251	1,375	1,696	2,418	16,367
Dept. stores (excl. leased depts.)	764	767	1,004	998	1,064	1,068	988	1,148	1,000	1,096	1,347	1,922	13,166
Dept. stores (incl. leased depts.)	778	784	1,021	1,018	1,080	1,087	1,006	1,171	1,019	1,117	1,371	1,953	13,405
Food group stores	1,879	1,804	2,069	1,984	2,183	2,187	2,133	2,205	2,083	2,076	2,124	2,259	24,986
Gasoline service stations	886	829	911	947	1,016	1,046	1,053	1,191	1,145	1,216	1,195	1,157	12,592
Apparel & accessory stores	339	333	442	446	453	442	440	522	453	464	505	702	5,541
GAF, total <sup>2</sup>	1,891	1,851	2,327	2,319	2,482	2,463	2,336	2,649	2,378	2,576	2,986	4,274	30,532
South Atlantic, total	25,182	24,343	28,255	27,283	28,610	28,521	27,480	28,954	26,593	27,684	28,957	33,799	335,661
Durable goods, total	9,943	9,404	10,902	10,425	11,177	11,131	10,626	10,869	9,972	10,329	10,128	11,545	126,451
Automotive dealers	6,187	5,668	6,667	6,221	6,643	6,714	6,439	6,422	5,956	6,076	5,636	5,553	74,182
Furniture group stores	1,317	1,235	1,358	1,297	1,376	1,360	1,322	1,392	1,317	1,355	1,482	1,900	16,711
Nondurable goods, total	15,239	14,939	17,353	16,858	17,433	17,390	16,854	18,085	16,621	17,355	18,829	22,254	209,210
General merchandise group stores	2,270	2,423	3,081	2,962	3,096	3,000	2,689	3,036	2,764	2,976	3,938	6,017	38,252
Dept. stores (excl. leased depts.)	1,647	1,778	2,322	2,243	2,276	2,206	2,015	2,304	2,068	2,214	2,873	4,349	28,295
Dept. stores (incl. leased depts.)	1,697	1,840	2,392	2,314	2,345	2,267	2,074	2,373	2,131	2,277	2,946	4,458	29,114
Food group stores	5,235	5,053	5,767	5,384	5,639	5,628	5,629	5,761	5,501	5,518	5,667	6,069	66,901
Gasoline service stations	1,872	1,757	1,955	1,941	2,039	2,053	2,101	2,284	2,163	2,336	2,357	2,224	25,082
Apparel & accessory stores	1,009	1,011	1,365	1,386	1,363	1,296	1,227	1,461	1,253	1,297	1,527	2,218	16,413
GAF, total <sup>2</sup>	5,431	5,513	6,711	6,546	6,828	6,597	6,132	6,870	6,218	6,553	8,084	12,376	83,859
East South Central, total	6,857	6,687	7,854	7,490	8,010	8,013	7,715	8,117	7,441	7,718	7,859	8,893	92,654
Durable goods, total	2,509	2,419	2,833	2,604	2,865	2,881	2,697	2,756	2,475	2,510	2,436	2,495	31,480
Nondurable goods, total	4,348	4,268	5,021	4,886	5,145	5,132	5,018	5,361	4,966	5,208	5,423	6,398	61,174
General merchandise group stores	718	762	1,023	1,003	1,037	1,024	947	1,065	978	1,060	1,308	1,899	12,824
Dept. stores (excl. leased depts.)	573	612	833	806	831	826	758	851	778	844	1,057	1,547	10,316
Dept. stores (incl. leased depts.)	584	625	848	822	846	840	771	867	791	859	1,074	1,574	10,501
GAF, total <sup>2</sup>	1,457	1,510	1,903	1,836	1,928	1,881	1,783	2,013	1,813	1,928	2,292	3,450	23,794
West South Central, total	13,206	12,816	14,878	14,655	15,642	15,470	14,993	16,017	14,702	15,312	15,688	18,235	181,614
Durable goods, total	4,531	4,334	5,127	5,079	5,579	5,483	5,244	5,517	5,107	5,221	5,038	5,411	61,671
Automotive dealers	2,876	2,738	3,267	3,202	3,409	3,407	3,319	3,448	3,258	3,251	3,021	2,928	38,124
Nondurable goods, total	8,675	8,482	9,751	9,576	10,063	9,987	9,749	10,500	9,595	10,091	10,650	12,824	119,943
General merchandise group stores	1,505	1,600	1,987	1,930	2,089	2,016	1,863	2,136	1,814	2,008	2,433	3,783	

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1990												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Pacific, total . . . . .	23,230	22,359	25,751	25,041	26,647	26,701	26,316	27,211	25,341	26,028	26,551	31,461	312,637
Durable goods, total . . . . .	9,144	8,734	10,007	9,732	10,377	10,267	9,898	10,122	9,216	9,536	9,300	10,420	116,753
Automotive dealers . . . . .	5,235	4,933	5,679	5,396	5,849	5,769	5,480	5,569	5,018	5,171	4,762	4,530	63,391
Furniture group stores . . . . .	1,479	1,386	1,576	1,482	1,526	1,521	1,473	1,469	1,435	1,446	1,506	1,851	18,150
Nondurable goods, total . . . . .	14,086	13,625	15,744	15,309	16,270	16,434	16,418	17,089	16,125	16,492	17,251	21,041	195,884
General merchandise group stores . . . . .	2,356	2,359	2,869	2,752	3,079	3,090	2,916	3,192	2,911	3,071	3,847	5,746	38,188
Dept. stores, (excl. leased depts.) . . . . .	1,485	1,503	1,898	1,809	1,974	1,979	1,884	2,111	1,877	1,937	2,484	3,843	24,784
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,539	1,566	1,972	1,876	2,041	2,043	1,946	2,181	1,946	2,008	2,565	3,968	25,651
Food group stores . . . . .	4,548	4,344	4,946	4,803	5,016	5,099	5,114	5,138	4,880	4,891	4,887	5,387	59,053
Gasoline service stations . . . . .	1,406	1,366	1,521	1,546	1,694	1,749	1,802	1,965	1,939	1,987	1,902	1,823	20,700
Apparel & accessory stores . . . . .	1,060	1,062	1,398	1,381	1,433	1,508	1,450	1,589	1,442	1,418	1,617	2,405	17,763
Eating and drinking places . . . . .	2,697	2,563	2,968	2,904	3,000	3,036	3,128	3,163	2,985	2,988	2,831	2,978	35,241
Drug & proprietary stores . . . . .	1,008	916	1,021	1,003	1,036	1,023	1,022	1,032	1,003	1,036	1,050	1,410	12,560
GAF, total <sup>2</sup> . . . . .	5,878	5,785	6,853	6,604	7,135	7,197	6,865	7,395	6,880	7,072	8,322	12,436	88,422

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1989													Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
New England, total	7,874	7,415	8,676	8,579	9,470	9,545	9,159	9,777	9,463	9,321	9,694	11,498	110,471	
Nondurable goods, total	5,242	4,882	5,649	5,486	5,987	6,002	5,884	6,174	6,087	6,187	6,624	8,179	72,383	
General merchandise group stores	573	558	732	766	847	843	733	840	816	838	1,091	1,660	10,297	
Dept. stores (excl. leased depts.)	437	433	579	615	681	681	570	670	648	675	882	1,368	8,239	
Dept. stores (incl. leased depts.)	451	448	597	633	702	698	586	691	667	695	908	1,405	8,481	
Food group stores	1,751	1,643	1,859	1,801	1,965	2,021	2,073	2,060	1,991	1,962	1,995	2,187	23,308	
GAF, total <sup>2</sup>	1,644	1,577	1,937	1,962	2,136	2,182	1,918	2,265	2,178	2,120	2,604	3,920	26,443	
Middle Atlantic, total	19,254	18,716	21,755	21,371	23,536	23,492	22,325	23,872	22,631	22,502	23,528	27,685	270,667	
Durable goods, total	7,014	7,004	8,137	8,162	9,358	9,415	8,740	9,544	8,698	8,345	8,310	9,136	101,863	
Automotive dealers	3,882	3,959	4,865	4,874	5,577	5,466	5,028	5,623	4,954	4,556	4,215	3,552	56,551	
Nondurable goods, total	12,240	11,712	13,618	13,209	14,178	14,077	13,585	14,328	13,933	14,157	15,218	18,549	168,804	
General merchandise group stores	1,390	1,460	1,883	1,919	2,132	2,092	1,794	2,076	2,069	2,173	2,923	4,327	26,238	
Dept. stores (excl. leased depts.)	1,163	1,223	1,601	1,637	1,813	1,778	1,508	1,766	1,751	1,834	2,460	3,677	22,211	
Dept. stores (incl. leased depts.)	1,219	1,266	1,655	1,693	1,871	1,834	1,560	1,828	1,814	1,898	2,544	3,792	22,974	
Food group stores	4,165	3,981	4,435	4,191	4,638	4,563	4,535	4,547	4,402	4,239	4,374	4,801	52,871	
Gasoline service stations	1,105	1,033	1,143	1,210	1,314	1,293	1,322	1,330	1,264	1,343	1,285	1,288	14,930	
Apparel & accessory stores	1,156	1,034	1,387	1,412	1,493	1,439	1,277	1,530	1,523	1,533	1,770	2,477	18,031	
Eating and drinking places	2,068	1,967	2,308	2,340	2,374	2,526	2,586	2,628	2,459	2,475	2,246	2,341	28,318	
Drug & proprietary stores	719	710	805	751	797	798	758	797	814	827	829	1,026	9,631	
GAF, total <sup>2</sup>	4,497	4,354	5,256	5,232	5,697	5,662	5,081	5,793	5,799	5,918	7,223	10,725	71,237	
East North Central, total	20,585	19,983	23,862	24,206	26,079	25,802	24,700	26,263	24,712	24,367	25,290	29,210	295,050	
Durable goods, total	7,714	7,666	9,427	9,750	10,691	10,599	9,769	10,762	9,686	8,911	8,860	9,305	113,140	
Automotive dealers	4,982	5,147	6,428	6,469	6,966	6,846	6,299	7,105	6,304	5,526	5,202	4,635	71,909	
Furniture group stores	1,120	1,048	1,161	1,169	1,242	1,306	1,236	1,304	1,193	1,230	1,361	1,614	14,984	
Nondurable goods, total	12,871	12,317	14,435	14,456	15,388	15,203	14,931	15,501	15,026	15,456	16,430	19,905	181,919	
General merchandise group stores	1,965	1,939	2,563	2,680	2,843	2,812	2,579	2,891	2,734	2,981	3,772	5,429	35,188	
Dept. stores (excl. leased depts.)	1,666	1,628	2,198	2,292	2,388	2,395	2,196	2,477	2,335	2,539	3,139	4,608	29,861	
Dept. stores (incl. leased depts.)	1,721	1,684	2,272	2,367	2,463	2,468	2,263	2,561	2,414	2,621	3,237	4,749	30,820	
Food group stores	4,184	3,989	4,455	4,279	4,524	4,529	4,558	4,533	4,538	4,407	4,444	5,021	53,461	
Gasoline service stations	1,688	1,596	1,776	1,910	2,061	2,072	2,078	1,987	1,875	1,938	1,835	1,954	22,770	
Apparel & accessory stores	819	751	1,040	1,025	1,079	1,034	968	1,173	1,114	1,182	1,353	1,979	13,517	
Eating and drinking places	1,999	1,869	2,206	2,310	2,425	2,477	2,555	2,581	2,526	2,509	2,351	2,415	28,223	
GAF, total <sup>2</sup>	4,476	4,279	5,393	5,474	5,867	5,872	5,450	6,103	5,725	6,073	7,403	10,782	72,897	
West North Central, total	8,762	8,246	10,022	10,212	10,819	10,684	10,286	10,902	10,356	10,185	10,416	11,989	122,879	
Durable goods, total	3,201	2,971	3,836	3,976	4,240	4,202	3,839	4,209	3,921	3,674	3,554	3,702	45,325	
Automotive dealers	2,029	1,913	2,581	2,623	2,724	2,683	2,440	2,703	2,571	2,295	2,132	2,025	28,719	
Nondurable goods, total	5,561	5,275	6,186	6,236	6,579	6,482	6,447	6,693	6,435	6,511	6,862	8,287	77,554	
General merchandise group stores	933	861	1,135	1,217	1,277	1,225	1,150	1,286	1,197	1,297	1,601	2,297	15,476	
Dept. stores (excl. leased depts.)	727	700	931	976	1,012	984	933	1,061	975	1,048	1,291	1,872	12,510	
Dept. stores (incl. leased depts.)	740	714	949	993	1,031	1,000	949	1,081	994	1,066	1,314	1,900	12,731	
Food group stores	1,769	1,676	1,896	1,864	1,970	1,945	1,979	1,970	1,955	1,947	1,960	2,233	23,164	
Gasoline service stations	782	774	863	937	1,018	1,021	1,034	1,008	951	970	910	956	11,224	
Apparel & accessory stores	350	318	437	427	433	417	418	501	465	447	484	690	5,387	
GAF, total <sup>2</sup>	1,884	1,738	2,233	2,287	2,390	2,329	2,208	2,509	2,325	2,383	2,818	4,055	29,159	
South Atlantic, total	22,793	22,357	26,256	25,462	27,029	26,811	26,261	27,833	25,997	25,717	27,456	32,836	316,808	
Durable goods, total	9,083	8,757	10,287	10,006	10,909	10,835	10,450	11,376	10,459	9,755	10,065	11,340	123,322	
Automotive dealers	5,431	5,374	6,420	5,961	6,536	6,587	6,297	6,912	6,350	5,597	5,512	5,370	72,347	
Furniture group stores	1,298	1,194	1,332	1,309	1,387	1,361	1,340	1,448	1,381	1,388	1,574	1,860	16,872	
Nondurable goods, total	13,710	13,600	15,969	15,456	16,120	15,976	15,811	16,457	15,538	15,962	17,391	21,496	193,486	
General merchandise group stores	2,035	2,112	2,825	2,793	2,916	2,847	2,677	2,933	2,745	2,938	3,947	6,173	36,941	
Dept. stores (excl. leased depts.)	1,530	1,572	2,149	2,122	2,181	2,118	1,994	2,228	2,074	2,210	2,876	4,431	27,485	
Dept. stores (incl. leased depts.)	1,580	1,624	2,209	2,185	2,241	2,172	2,046	2,288	2,131	2,270	2,948	4,540	28,234	
Food group stores	4,731	4,594	5,217	4,950	5,224	5,277	5,350	5,328	5,182	5,122	5,237	5,787	61,999	
Gasoline service stations	1,624	1,600	1,805	1,874	2,005	2,014	2,010	1,994	1,832	1,893	1,872	1,877	22,400	
Apparel & accessory stores	926	904	1,306	1,227	1,253	1,161	1,136	1,340	1,216	1,239	1,424	2,147	15,279	
GAF, total <sup>2</sup>	5,027	4,973	6,302	6,141	6,460	6,236	5,986	6,659	6,219	6,462	8,096	12,462	81,023	
East South Central, total	6,061	5,984	7,255	7,196	7,599	7,351	7,347	7,836	7,358	7,239	7,597	8,874	87,697	
Durable goods, total	2,082	2,078	2,635	2,643	2,794	2,625	2,627	2,909	2,742	2,530	2,557	2,719	30,941	
Nondurable goods, total	3,979	3,906	4,620	4,553	4,805	4,726	4,720	4,927	4,616	4,709	5,040	6,155	56,756	
General merchandise group stores	652	651	914	917	933	921	879	972	918	978	1,254	1,837	11,826	
Dept. stores (excl. leased depts.)	542	533	775	772	777	766	732	803	763	803	1,020	1,521	9,807	
Dept. stores (incl. leased depts.)	551	542	788	785	789	777	743	817	776	816	1,036	1,545	9,965	
GAF, total <sup>2</sup>	1,337	1,338	1,753	1,733	1,840	1,776	1,721	1,952	1,806	1,860	2,305	3,437	22,858	
West South Central, total	12,249	11,938	14,418	14,035	15,166	14,842	14,546	15,321	14,178	14,007	14,446	17,294	172,440	
Durable goods, total	4,040	3,966	5,009	4,848	5,458	5,270	5,049	5,394	4,917	4,715	4,614	5,033	58,313	
Automotive dealers	2,555	2,541	3,324	3,068	3,388	3,346	3,169	3,420	3,113	2,875	2,676	2,608	36,083	
Nondurable goods, total	8,209	7,972	9,409	9,187	9,708	9,572	9,497	9,927	9,261	9,292	9,832	12,261	114,127	
General merchandise group stores	1,418	1,409	1,862	1,839	1,922	1,840	1,795	1,971	1,775	1,874	2,320	3,715	23,740	
Dept. stores (excl. leased depts.)	1,135</													



**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
Pacific, total .....	21,047	20,497	23,325	23,135	24,770	25,001	24,552	25,703	24,343	24,127	25,405	31,029	292,934
Durable goods, total .....	8,194	8,193	9,083	8,993	9,809	9,934	9,474	10,141	9,433	9,112	9,545	10,881	112,792
Automotive dealers .....	4,694	4,812	5,294	5,087	5,540	5,716	5,419	5,898	5,362	4,998	5,077	4,883	62,780
Furniture group stores .....	1,342	1,247	1,391	1,326	1,385	1,416	1,400	1,462	1,427	1,439	1,619	1,980	17,434
Nondurable goods, total .....	12,853	12,304	14,242	14,142	14,961	15,067	15,078	15,562	14,910	15,015	15,860	20,148	180,142
General merchandise group stores .....	2,137	2,116	2,656	2,557	2,752	2,790	2,643	2,945	2,808	2,896	3,535	5,658	35,493
Dept. stores, (excl. leased depts.) .....	1,384	1,399	1,755	1,767	1,826	1,843	1,798	1,975	1,872	1,903	2,349	3,865	23,736
Dept. stores, (incl. leased depts.) <sup>1</sup> .....	1,432	1,446	1,619	1,824	1,882	1,897	1,853	2,036	1,934	1,971	2,420	3,978	24,492
Food group stores .....	4,113	3,971	4,494	4,457	4,610	4,721	4,861	4,755	4,678	4,599	4,649	5,111	55,019
Gasoline service stations .....	1,219	1,170	1,315	1,440	1,580	1,578	1,607	1,615	1,504	1,502	1,416	1,459	17,405
Apparel & accessory stores .....	1,041	992	1,278	1,251	1,304	1,377	1,345	1,468	1,361	1,352	1,596	2,383	16,748
Eating and drinking places .....	2,524	2,307	2,642	2,670	2,793	2,804	2,834	2,862	2,663	2,735	2,623	2,879	32,336
Drug & proprietary stores .....	913	868	962	910	979	955	945	979	958	961	1,005	1,424	11,859
GAF, total <sup>2</sup> .....	5,368	5,214	6,229	5,976	6,419	6,547	6,306	6,913	6,610	6,678	8,009	12,437	82,706

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Naw England, total	7,256	7,236	8,286	8,194	8,686	8,962	8,620	8,974	8,822	8,973	9,196	11,109	104,314
Nondurable goods, total	4,811	4,631	5,260	5,131	5,400	5,413	5,426	5,668	5,628	5,905	6,110	7,551	66,934
General merchandise group storas	559	577	726	744	806	809	718	774	774	831	1,039	1,665	10,022
Dept. stores (excl. leased depts.)	444	459	593	616	668	673	575	643	642	696	858	1,382	8,249
Dept. stores (incl. leased depts.)	459	475	617	639	690	695	594	664	668	720	884	1,426	8,531
Food group stores	1,572	1,474	1,625	1,604	1,660	1,688	1,822	1,833	1,754	1,815	1,780	1,982	20,609
GAF, total <sup>2</sup>	1,417	1,483	1,755	1,784	1,908	1,967	1,808	2,034	2,033	2,088	2,482	3,902	24,661
Middle Atlantic, total	18,156	18,683	21,128	21,083	22,069	22,614	21,594	22,483	21,730	21,974	22,834	27,548	261,896
Durable goods, total	6,415	7,182	8,250	8,446	8,893	9,426	8,604	9,017	8,469	8,246	8,349	9,635	100,932
Automotive dealers	3,674	4,342	5,113	5,085	5,327	5,588	5,069	5,395	4,746	4,678	4,398	4,044	57,459
Nondurable goods, total	11,741	11,501	12,878	12,637	13,176	13,188	12,990	13,466	13,261	13,728	14,485	17,913	160,964
General merchandise group stores	1,326	1,434	1,831	1,877	2,061	2,046	1,753	1,956	1,990	2,167	2,743	4,283	25,467
Dept. stores (excl. leased depts.)	1,131	1,216	1,566	1,617	1,769	1,757	1,491	1,693	1,730	1,879	2,345	3,651	21,845
Dept. stores (incl. leased depts.)	1,197	1,268	1,630	1,682	1,834	1,821	1,549	1,756	1,797	1,947	2,420	3,769	22,670
Food group stores	4,184	4,036	4,357	4,232	4,417	4,398	4,533	4,435	4,332	4,366	4,380	4,814	52,484
Gasoline service stations	1,069	1,023	1,076	1,077	1,137	1,128	1,163	1,214	1,131	1,178	1,121	1,166	13,483
Apparel & accessory stores	1,000	937	1,269	1,273	1,303	1,255	1,180	1,389	1,458	1,520	1,617	2,411	16,612
Eating and drinking places	1,938	1,884	2,138	2,233	2,314	2,482	2,536	2,565	2,371	2,377	2,184	2,383	27,405
Drug & proprietary stores	652	681	732	682	699	705	684	707	685	696	714	913	8,550
GAF, total <sup>2</sup>	3,999	4,055	4,934	4,947	5,259	5,326	4,845	5,332	5,420	5,724	6,776	10,471	67,088
East North Central, totel	19,084	19,301	22,567	22,933	23,982	24,214	22,892	23,779	22,593	23,376	24,144	28,738	277,603
Durable goods, total	6,989	7,549	9,165	9,417	9,847	10,217	9,042	9,429	8,572	8,630	8,772	9,762	107,391
Automotive dealers	4,588	5,128	6,262	6,237	6,347	6,687	5,863	6,069	5,357	5,358	5,277	5,065	68,238
Furniture group stores	965	941	1,116	1,081	1,080	1,156	1,118	1,179	1,125	1,167	1,316	1,633	13,877
Nondurable goods, total	12,095	11,752	13,402	13,516	14,135	13,997	13,850	14,350	14,021	14,746	15,372	18,976	170,212
General merchandise group stores	1,823	1,822	2,412	2,440	2,674	2,570	2,348	2,635	2,522	2,875	3,458	5,230	32,809
Dept. stores (excl. leased depts.)	1,572	1,558	2,079	2,096	2,265	2,203	2,033	2,282	2,177	2,494	2,932	4,450	28,141
Dept. stores (incl. leased depts.)	1,635	1,620	2,163	2,176	2,350	2,284	2,110	2,368	2,267	2,573	3,025	4,592	29,163
Food group stores	4,012	3,820	4,169	4,140	4,298	4,420	4,483	4,342	4,358	4,301	4,261	4,840	51,444
Gasoline service stations	1,618	1,521	1,662	1,707	1,775	1,797	1,820	1,864	1,778	1,819	1,725	1,789	20,875
Apparel & accessory stores	753	718	991	974	1,002	947	910	1,087	1,051	1,131	1,235	1,909	12,708
Eating and drinking places	1,874	1,825	1,998	2,162	2,199	2,225	2,366	2,398	2,252	2,291	2,139	2,251	25,980
GAF, total <sup>2</sup>	4,042	3,989	5,098	5,091	5,394	5,345	4,977	5,548	5,281	5,774	6,808	10,432	67,779
West North Central, total	8,067	8,066	9,407	9,682	9,995	10,160	9,867	10,338	9,911	10,105	10,229	11,977	117,804
Durable goods, total	2,913	3,039	3,680	3,775	3,818	4,057	3,703	4,016	3,737	3,703	3,633	3,973	44,047
Automotive dealers	1,877	2,009	2,429	2,416	2,310	2,505	2,279	2,506	2,289	2,233	2,142	2,132	27,127
Nondurable goods, total	5,154	5,027	5,727	5,907	6,177	6,103	6,164	6,322	6,174	6,402	6,596	8,004	73,757
General merchandise group stores	855	839	1,090	1,141	1,238	1,172	1,105	1,207	1,140	1,284	1,518	2,293	14,882
Dept. stores (excl. leased depts.)	666	660	863	878	965	922	860	965	900	1,004	1,196	1,801	11,680
Dept. stores (incl. leased depts.)	681	676	879	896	982	940	875	982	917	1,022	1,216	1,829	11,895
Food group stores	1,665	1,603	1,745	1,736	1,875	1,836	1,906	1,866	1,865	1,854	1,853	2,024	21,828
Gasoline service stations	725	688	747	776	839	860	871	892	838	850	823	861	9,770
Apparel & accessory stores	320	310	414	408	409	371	389	463	431	457	485	715	5,172
GAF, total <sup>2</sup>	1,688	1,664	2,098	2,149	2,277	2,201	2,131	2,366	2,228	2,405	2,758	4,155	28,120
South Atlantic, totel	22,050	22,555	25,485	24,791	25,352	25,443	24,899	25,586	24,172	24,872	25,804	31,865	302,874
Durable goods, total	9,139	9,604	10,799	10,279	10,640	10,866	10,066	10,289	9,681	9,768	9,864	11,819	122,814
Automotive dealers	5,869	6,263	6,967	6,340	6,549	6,777	6,172	6,218	5,831	5,813	5,627	5,834	74,260
Furniture group stores	1,184	1,165	1,262	1,244	1,283	1,307	1,284	1,302	1,269	1,289	1,460	1,927	15,976
Nondurable goods, total	12,911	12,951	14,686	14,512	14,712	14,577	14,833	15,297	14,491	15,104	15,940	20,046	180,060
General merchandise group stores	1,905	2,032	2,658	2,673	2,743	2,649	2,459	2,717	2,571	2,845	3,583	5,871	34,706
Dept. stores (excl. leased depts.)	1,446	1,520	2,009	2,019	2,044	1,983	1,867	2,050	1,951	2,164	2,656	4,256	25,965
Dept. stores (incl. leased depts.)	1,498	1,580	2,082	2,089	2,105	2,042	1,922	2,110	2,014	2,227	2,725	4,372	26,766
Food group stores	4,507	4,371	4,778	4,749	4,774	4,828	5,053	4,993	4,812	4,791	4,764	5,274	57,694
Gasoline service stations	1,558	1,501	1,633	1,617	1,696	1,703	1,735	1,793	1,688	1,727	1,700	1,715	20,066
Apparel & accessory stores	879	877	1,186	1,144	1,118	1,039	1,046	1,194	1,093	1,189	1,311	2,034	14,110
GAF, total <sup>2</sup>	4,653	4,794	5,882	5,852	5,969	5,817	5,615	6,102	5,757	6,168	7,408	11,954	75,971
East South Central, total	5,461	5,807	6,736	6,700	6,977	7,002	6,941	7,274	6,657	6,924	7,035	8,462	81,976
Durable goods, total	1,839	2,173	2,505	2,452	2,616	2,648	2,510	2,706	2,319	2,409	2,339	2,633	29,149
Nondurable goods, total	3,622	3,634	4,231	4,248	4,361	4,354	4,431	4,568	4,338	4,515	4,696	5,829	52,827
General merchandise group stores	596	632	859	872	892	868	832	895	834	955	1,142	1,757	11,134
Dept. stores (excl. leased depts.)	489	509	715	716	733	712	687	740	691	794	954	1,469	9,209
Dept. stores (incl. leased depts.)	500	520	728	731	747	725	700	754	705	810	971	1,498	9,389
Food group stores	1,239	1,298	1,652	1,652	1,707	1,631	1,629	1,795	1,642	1,814	2,125	3,302	21,486
West South Central, total	11,345	11,583	13,375	13,266	13,936	13,884	13,735	14,359	13,123	13,311	13,645	16,921	162,483
Durable goods, total	3,813	4,052	4,781	4,751	5,123	5,207	4,977	5,173	4,561	4,615	4,452	5,182	56,687
Automotive dealers	2,334	2,550	3,029	2,933	3,164	3,290	3,175	3,293	2,848	2,857	2,639	2,741	34,853
Nondurable goods, total	7,532	7,531	8,594	8,515	8,813	8,677	8,758	9,186	8,562	8,696	9,193	11,739	105,796
General merchandise group stores	1,243	1,294	1,669	1,647	1,747	1,662	1,641	1,794	1,575	1,729	2,094	3,477	21,572
Dept. stores (excl. leased depts.)	995	1,022	1,349	1,314	1,393	1,341	1,339	1,472	1,279	1,405	1,665		

**Table 9. Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Pacific, total . . . . .	19,073	19,088	21,439	21,152	21,977	21,960	21,865	22,688	21,685	22,201	23,190	28,842	265,160
Durable goods, total . . . . .	7,061	7,414	8,365	8,225	8,618	8,504	8,226	8,645	8,170	8,288	8,687	10,193	100,396
Automotive dealers . . . . .	4,080	4,316	4,935	4,756	5,008	4,838	4,644	4,842	4,559	4,531	4,731	4,778	56,018
Furniture group stores . . . . .	1,107	1,074	1,148	1,138	1,174	1,223	1,209	1,277	1,249	1,306	1,434	1,811	15,150
Nondurable goods, total . . . . .	12,012	11,674	13,074	12,927	13,359	13,456	13,639	14,043	13,515	13,913	14,503	18,649	164,764
General merchandise group stores . . . . .	1,930	1,947	2,359	2,282	2,458	2,477	2,320	2,648	2,458	2,583	3,214	5,268	31,944
Dept. stores, (excl. leased depts.) . . . . .	1,319	1,338	1,623	1,607	1,694	1,696	1,630	1,821	1,731	1,782	2,229	3,661	22,131
Dept. stores, (incl. leased depts.) . . . . .	1,374	1,392	1,693	1,676	1,758	1,758	1,693	1,878	1,791	1,843	2,294	3,762	22,912
Food group stores . . . . .	3,832	3,666	4,030	4,072	4,116	4,118	4,326	4,206	4,118	4,273	4,127	4,578	49,462
Gasoline service stations . . . . .	1,168	1,166	1,258	1,262	1,348	1,355	1,398	1,469	1,364	1,365	1,292	1,270	15,715
Apparel & accessory stores . . . . .	897	875	1,118	1,082	1,109	1,192	1,185	1,245	1,208	1,193	1,434	2,241	14,779
Eating and drinking places . . . . .	2,340	2,214	2,430	2,467	2,516	2,558	2,684	2,683	2,603	2,641	2,497	2,759	30,392
Drug & proprietary stores . . . . .	866	839	916	882	914	907	890	939	890	903	927	1,345	11,218
GAF, total <sup>2</sup> . . . . .	4,665	4,674	5,413	5,283	5,613	5,789	5,557	6,093	5,779	5,961	7,140	11,415	73,382

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>New England, total</b> .....	<b>6,243</b>	<b>6,400</b>	<b>7,243</b>	<b>7,387</b>	<b>7,841</b>	<b>8,102</b>	<b>8,016</b>	<b>7,996</b>	<b>8,018</b>	<b>8,190</b>	<b>8,221</b>	<b>9,869</b>	<b>93,526</b>
Nondurable goods, total .....	4,282	4,155	4,556	4,647	4,957	4,907	4,877	4,977	4,929	5,267	5,456	6,740	59,750
General merchandise group stores .....	498	557	659	718	794	750	692	792	754	827	1,012	1,567	9,620
Dept. stores (excl. leased depts.) .....	409	456	556	609	679	641	580	668	635	703	860	1,330	8,126
Dept. stores (incl. leased depts.) .....	423	470	574	630	699	659	596	687	655	725	886	1,366	8,370
Food group stores .....	1,519	1,361	1,461	1,493	1,581	1,564	1,649	1,542	1,519	1,600	1,494	1,699	18,482
GAF, total <sup>2</sup> .....	1,322	1,388	1,535	1,650	1,779	1,755	1,655	1,876	1,854	1,924	2,208	3,320	22,266
<b>Middle Atlantic, total</b> .....	<b>16,331</b>	<b>16,434</b>	<b>18,757</b>	<b>19,578</b>	<b>20,111</b>	<b>20,677</b>	<b>20,408</b>	<b>20,792</b>	<b>20,261</b>	<b>20,584</b>	<b>20,509</b>	<b>25,367</b>	<b>239,809</b>
Durable goods, total .....	5,305	5,820	7,123	7,561	7,631	8,526	8,249	8,310	7,987	7,467	7,231	8,887	90,097
Automotive dealers .....	2,868	3,425	4,393	4,592	4,563	5,209	4,966	5,063	4,704	4,174	3,789	3,870	51,616
Nondurable goods, total .....	11,026	10,614	11,634	12,017	12,480	12,151	12,159	12,482	12,274	13,117	13,278	16,480	149,712
General merchandise group stores .....	1,256	1,385	1,665	1,874	2,064	1,938	1,683	1,961	1,930	2,110	2,605	4,071	24,542
Dept. stores (excl. leased depts.) .....	1,076	1,183	1,451	1,609	1,775	1,686	1,461	1,710	1,687	1,846	2,264	3,516	21,264
Dept. stores (incl. leased depts.) .....	1,171	1,232	1,515	1,674	1,836	1,746	1,513	1,770	1,748	1,914	2,341	3,630	22,056
Food group stores .....	4,177	3,846	4,060	4,108	4,423	4,288	4,477	4,304	4,172	4,358	4,184	4,562	50,370
Gasoline service stations .....	885	847	914	1,015	1,041	1,033	1,082	1,070	1,055	1,098	1,045	1,064	12,149
Apparel & accessory stores .....	923	906	1,142	1,294	1,256	1,198	1,092	1,270	1,312	1,378	1,402	2,069	15,242
Eating and drinking places .....	1,701	1,600	1,786	1,812	1,845	1,907	2,084	2,120	2,025	2,112	1,910	2,064	22,966
Drug & proprietary stores .....	642	607	643	670	649	666	657	662	662	709	688	881	8,136
GAF, total <sup>2</sup> .....	3,693	3,789	4,410	4,826	5,029	4,929	4,572	5,003	5,066	5,335	6,075	9,495	62,222
<b>East North Central, total</b> .....	<b>17,690</b>	<b>18,199</b>	<b>20,828</b>	<b>21,952</b>	<b>22,794</b>	<b>22,716</b>	<b>22,298</b>	<b>22,685</b>	<b>21,460</b>	<b>22,358</b>	<b>22,108</b>	<b>26,510</b>	<b>261,598</b>
Durable goods, total .....	6,035	7,036	8,333	8,765	8,990	9,367	8,872	9,027	8,338	8,234	7,824	8,811	99,632
Automotive dealers .....	3,769	4,867	5,798	5,929	5,851	6,284	5,885	6,097	5,471	5,193	4,714	4,658	64,516
Furniture group stores .....	921	844	951	940	976	981	1,016	997	976	1,018	1,082	1,396	12,098
Nondurable goods, total .....	11,655	11,163	12,495	13,187	13,804	13,349	13,426	13,658	13,122	14,124	14,284	17,699	161,966
General merchandise group stores .....	1,744	1,784	2,199	2,405	2,633	2,402	2,252	2,585	2,371	2,692	3,154	4,879	31,100
Dept. stores (excl. leased depts.) .....	1,522	1,532	1,919	2,061	2,236	2,053	1,952	2,234	2,051	2,332	2,689	4,160	26,741
Dept. stores (incl. leased depts.) .....	1,581	1,589	1,989	2,138	2,318	2,130	2,023	2,309	2,124	2,415	2,776	4,308	27,700
Food group stores .....	3,751	3,389	3,686	3,846	4,002	3,941	4,129	3,988	3,962	4,150	3,894	4,462	47,200
Gasoline service stations .....	1,574	1,471	1,612	1,737	1,755	1,825	1,869	1,807	1,740	1,758	1,658	1,699	20,505
Apparel & accessory stores .....	772	760	939	1,017	1,000	930	879	1,039	983	1,069	1,068	1,730	12,216
Eating and drinking places .....	1,829	1,829	2,055	2,156	2,323	2,248	2,314	2,254	2,124	2,245	2,065	2,101	25,543
GAF, total <sup>2</sup> .....	3,933	3,864	4,596	4,900	5,177	4,909	4,713	5,199	4,883	5,363	6,089	9,516	63,142
<b>West North Central, total</b> .....	<b>7,376</b>	<b>7,385</b>	<b>8,488</b>	<b>8,970</b>	<b>9,132</b>	<b>9,214</b>	<b>9,235</b>	<b>9,501</b>	<b>9,026</b>	<b>9,462</b>	<b>9,052</b>	<b>10,834</b>	<b>107,675</b>
Durable goods, total .....	2,284	2,575	3,153	3,371	3,323	3,594	3,572	3,676	3,425	3,582	3,205	3,563	39,323
Automotive dealers .....	1,317	1,658	2,087	2,191	2,047	2,318	2,261	2,355	2,145	2,188	1,832	1,868	24,267
Nondurable goods, total .....	5,092	4,810	5,335	5,599	5,809	5,620	5,663	5,825	5,601	5,880	5,847	7,271	68,352
General merchandise group stores .....	829	824	990	1,115	1,215	1,088	1,052	1,193	1,060	1,225	1,374	2,159	14,124
Dept. stores (excl. leased depts.) .....	640	638	783	868	931	848	821	943	838	958	1,089	1,675	11,032
Dept. stores (incl. leased depts.) .....	655	653	800	888	949	866	836	960	855	976	1,108	1,703	11,249
Food group stores .....	1,794	1,601	1,699	1,732	1,801	1,731	1,769	1,682	1,682	1,743	1,654	1,832	20,720
Gasoline service stations .....	661	617	687	745	766	814	858	864	805	821	776	773	9,187
Apparel & accessory stores .....	323	308	376	399	386	357	364	436	403	427	434	648	4,861
GAF, total <sup>2</sup> .....	1,671	1,623	1,922	2,058	2,185	2,033	1,986	2,221	2,048	2,232	2,468	3,817	26,264
<b>South Atlantic, total</b> .....	<b>19,408</b>	<b>19,201</b>	<b>22,098</b>	<b>23,143</b>	<b>23,840</b>	<b>23,711</b>	<b>23,898</b>	<b>24,238</b>	<b>23,010</b>	<b>23,925</b>	<b>23,590</b>	<b>30,229</b>	<b>280,291</b>
Durable goods, total .....	7,444	7,488	8,810	9,319	9,608	9,979	9,909	9,913	9,632	9,623	8,986	11,433	112,144
Automotive dealers .....	4,237	4,435	5,293	5,597	5,694	6,069	6,124	6,144	5,942	5,758	5,098	5,834	66,225
Furniture group stores .....	1,147	1,082	1,193	1,162	1,170	1,215	1,226	1,254	1,274	1,278	1,362	1,860	15,223
Nondurable goods, total .....	11,964	11,713	13,288	13,824	14,232	13,732	13,989	14,325	13,378	14,302	14,604	18,796	168,147
General merchandise group stores .....	1,755	1,868	2,340	2,566	2,688	2,447	2,324	2,629	2,415	2,719	3,355	5,486	32,592
Dept. stores (excl. leased depts.) .....	1,346	1,416	1,834	1,964	2,020	1,857	1,796	2,011	1,846	2,071	2,495	3,960	24,616
Dept. stores (incl. leased depts.) .....	1,403	1,475	1,900	2,035	2,086	1,918	1,848	2,069	1,904	2,140	2,571	4,076	25,425
Food group stores .....	4,290	4,002	4,375	4,490	4,697	4,585	4,627	4,735	4,473	4,687	4,410	4,871	54,442
Gasoline service stations .....	1,477	1,428	1,604	1,599	1,643	1,665	1,743	1,733	1,616	1,601	1,574	1,686	19,369
Apparel & accessory stores .....	786	794	1,022	1,133	1,051	952	916	1,044	950	1,053	1,132	1,830	12,663
GAF, total <sup>2</sup> .....	4,217	4,310	5,163	5,529	5,660	5,330	5,170	5,676	5,379	5,852	6,785	11,066	70,137
<b>East South Central, total</b> .....	<b>5,151</b>	<b>5,207</b>	<b>6,065</b>	<b>6,357</b>	<b>6,638</b>	<b>6,623</b>	<b>6,630</b>	<b>6,787</b>	<b>6,195</b>	<b>6,412</b>	<b>6,319</b>	<b>7,726</b>	<b>76,110</b>
Durable goods, total .....	1,689	1,812	2,198	2,266	2,376	2,536	2,494	2,551	2,295	2,227	2,107	2,457	27,008
Nondurable goods, total .....	3,462	3,395	3,867	4,091	4,262	4,087	4,136	4,236	3,900	4,185	4,212	5,269	49,102
General merchandise group stores .....	590	626	797	891	915	820	786	867	773	898	1,040	1,589	10,592
Dept. stores (excl. leased depts.) .....	462	468	631	676	715	645	638	700	634	738	858	1,329	8,494
Dept. stores (incl. leased depts.) .....	474	479	645	692	730	661	650	714	647	754	874	1,356	8,676
Food group stores .....	3,138	2,888	3,093	3,134	3,377	3,281	3,399	3,336	3,173	3,181	3,053	3,257	38,310
Apparel & accessory stores .....	566	540	700	748	715	674	683	827	696	723	753	1,241	8,866
GAF, total <sup>2</sup> .....	2,849	2,800	3,332	3,423	3,538	3,347	3,328	3,639	3,204	3,376	3,785	6,290	42,911
<b>Mountain, total</b> .....	<b>5,425</b>	<b>5,237</b>	<b>6,039</b>	<b>6,295</b>	<b>6,413</b>	<b>6,452</b>	<b>6,602</b>	<b>6,765</b>	<b>6,199</b>	<b>6,360</b>	<b>6,275</b>	<b>7,740</b>	<b>75,802</b>
Nondurable goods, total .....	3,525	3,293	3,723	3,832	3,985	3,901	4,131	4,294	3,955	4,176	4,137	5,190	48,142
General merchandise group stores .....	542	537	639	713	763	748	769	840	709	806	898	1,493	9,457
Dept. stores (excl. leased depts.) .....	396	396	473	519	550	508	503	574	491	549	646	1,051	6,656
Dept. stores (incl. leased depts.) .....	411	413	493	538	569	525	517	590	507	567	665	1,081	6,876
Food group stores .....	1,422	1,292	1,415	1,401	1,466	1,419	1,488	1,426	1,363	1,409	1,330	1,485	16,916
GAF, total <sup>2</sup> .....	1,237	1,182	1,416	1,488	1,551	1,547	1,592	1,840	1,514	1,621	1,782	2,882	19,652

See footnotes on next page.

Table 9. **Estimated Monthly Retail Sales by Selected Kinds of Business for Geographic Divisions: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1987												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Pacific, total . . . . .	17,544	17,288	19,520	20,081	20,803	20,608	20,879	21,461	20,341	20,908	20,891	26,155	246,479
Durable goods, total . . . . .	6,049	6,331	7,362	7,532	7,784	7,786	7,786	8,150	7,782	7,684	7,565	8,813	90,624
Automotive dealers . . . . .	3,281	3,734	4,426	4,522	4,666	4,601	4,586	4,837	4,603	4,387	4,220	4,149	52,012
Furniture group stores . . . . .	1,105	975	1,083	1,047	1,065	1,072	1,138	1,186	1,094	1,165	1,194	1,503	13,627
Nondurable goods, total . . . . .	11,495	10,957	12,158	12,549	13,019	12,822	13,093	13,311	12,559	13,224	13,326	17,342	155,855
General merchandise group stores . . . . .	1,687	1,771	2,023	2,189	2,336	2,265	2,186	2,465	2,255	2,461	2,917	4,894	29,449
Dept. stores, (excl. leased depts.) . . . . .	1,242	1,244	1,442	1,559	1,653	1,611	1,563	1,752	1,588	1,717	2,051	3,459	20,881
Dept. stores, (incl. leased depts.) . . . . .	1,305	1,300	1,514	1,631	1,721	1,676	1,625	1,815	1,650	1,784	2,114	3,565	21,700
Food group stores . . . . .	3,834	3,481	3,793	3,877	4,016	3,905	4,103	3,933	3,846	4,011	3,739	4,275	46,813
Gasoline service stations . . . . .	1,109	1,094	1,231	1,239	1,332	1,337	1,375	1,407	1,299	1,349	1,269	1,258	15,299
Apparel & accessory stores . . . . .	882	857	1,019	1,067	1,072	1,109	1,119	1,185	1,085	1,083	1,245	1,948	13,671
Eating and drinking places . . . . .	2,285	2,131	2,366	2,417	2,522	2,525	2,584	2,559	2,343	2,443	2,293	2,467	28,935
Drug & proprietary stores . . . . .	853	786	842	870	877	884	889	910	856	896	866	1,284	10,813
GAF, total <sup>2</sup> . . . . .	4,268	4,211	4,753	4,967	5,195	5,175	5,149	5,582	5,160	5,459	6,260	10,137	66,316

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>California, total</b> . . . . .	19,650	19,857	21,742	21,270	22,646	22,308	22,267	23,056	21,596	22,300	22,701	26,943	266,336
Durable goods, total . . . . .	8,079	8,228	9,055	8,841	9,446	9,312	9,227	9,438	8,988	9,114	8,927	10,278	108,933
Nondurable goods, total . . . . .	11,571	11,629	12,687	12,429	13,200	12,996	13,040	13,618	12,608	13,186	13,774	16,665	157,403
Dept. stores (excl. leased depts.) . . . . .	1,358	1,415	1,611	1,655	1,770	1,700	1,634	1,843	1,659	1,781	2,139	3,437	22,002
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,385	1,447	1,647	1,690	1,806	1,732	1,665	1,877	1,688	1,813	2,182	3,488	22,420
GAF, total <sup>2</sup> . . . . .	5,132	5,224	5,770	5,779	6,146	6,046	5,920	6,567	5,955	6,329	7,265	10,663	76,796
<b>Florida, total</b> . . . . .	11,933	12,644	13,894	12,867	13,383	12,479	12,646	13,149	12,575	13,290	13,360	15,664	157,704
Durable goods, total . . . . .	5,480	5,622	6,406	5,710	6,132	5,580	5,679	5,889	5,840	6,091	5,674	6,339	70,442
Nondurable goods, total . . . . .	6,453	6,842	7,488	7,157	7,251	6,899	6,967	7,260	6,735	7,199	7,686	9,325	87,262
Dept. stores (excl. leased depts.) . . . . .	954	1,054	1,149	1,106	1,131	1,062	1,057	1,182	1,015	1,129	1,420	2,178	14,437
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	972	1,079	1,172	1,129	1,151	1,083	1,077	1,210	1,034	1,151	1,446	2,203	14,707
GAF, total <sup>2</sup> . . . . .	2,790	3,014	3,266	3,188	3,259	3,040	2,997	3,347	2,945	3,237	3,925	5,888	40,896
<b>Illinois, total</b> . . . . .	7,419	7,702	8,605	8,482	9,129	8,667	9,027	8,835	8,260	8,932	9,123	10,590	104,771
Nondurable goods, total . . . . .	4,364	4,561	5,071	4,984	5,365	5,093	4,992	5,200	4,998	5,402	5,759	6,867	62,656
Dept. stores (excl. leased depts.) . . . . .	661	730	842	852	942	912	832	954	894	975	1,187	1,718	11,499
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	677	750	863	873	964	933	851	977	914	998	1,216	1,756	11,772
GAF, total <sup>2</sup> . . . . .	1,753	1,889	2,164	2,169	2,365	2,301	2,164	2,418	2,264	2,416	2,838	4,088	28,829
<b>Indiana, total</b> . . . . .	3,834	4,158	4,358	4,338	4,816	4,512	4,471	4,730	4,300	4,634	4,808	5,464	54,423
Nondurable goods, total . . . . .	2,357	2,454	2,678	2,643	2,931	2,774	2,759	2,951	2,696	2,881	3,072	3,575	33,771
Dept. stores (excl. leased depts.) . . . . .	419	460	532	529	595	571	540	606	552	596	747	1,047	7,194
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	424	468	541	538	604	579	547	614	559	604	758	1,058	7,294
GAF, total <sup>2</sup> . . . . .	970	1,034	1,157	1,142	1,258	1,207	1,165	1,308	1,161	1,253	1,564	2,225	15,444
<b>Louisiana, total</b> . . . . .	2,869	2,799	3,064	3,093	3,330	3,087	3,157	3,352	2,962	3,205	3,186	3,627	37,731
Nondurable goods, total . . . . .	1,784	1,823	1,915	1,946	2,061	1,881	1,954	2,040	1,817	1,976	2,039	2,473	23,709
Dept. stores (excl. leased depts.) . . . . .	277	306	360	344	376	349	347	382	330	366	436	618	4,491
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	280	310	366	349	382	354	351	387	334	370	442	623	4,548
GAF, total <sup>2</sup> . . . . .	637	660	772	746	785	751	758	867	680	785	895	1,288	9,624
<b>Maryland, total</b> . . . . .	3,088	3,337	3,748	3,797	4,123	3,953	3,845	3,986	3,681	3,854	3,921	4,566	45,899
Nondurable goods, total . . . . .	1,806	1,923	2,078	2,066	2,229	2,130	2,145	2,235	2,059	2,183	2,297	2,780	25,931
Dept. stores (excl. leased depts.) . . . . .	188	235	280	289	318	296	281	329	309	341	430	657	3,953
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	196	244	290	300	329	305	289	339	318	350	443	671	4,074
GAF, total <sup>2</sup> . . . . .	737	841	958	968	1,051	1,000	966	1,073	983	1,048	1,258	1,867	12,750
<b>Massachusetts, total</b> . . . . .	3,904	4,218	4,557	4,668	4,974	4,783	4,530	4,810	4,668	4,900	5,131	6,017	57,160
Nondurable goods, total . . . . .	2,672	2,869	3,068	3,095	3,288	3,179	2,913	3,154	3,114	3,216	3,506	4,176	38,250
Dept. stores (excl. leased depts.) . . . . .	218	258	292	312	354	344	303	359	342	365	455	689	4,291
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	223	265	300	322	363	353	310	368	350	373	466	703	4,396
GAF, total <sup>2</sup> . . . . .	853	934	1,036	1,068	1,172	1,115	1,046	1,232	1,150	1,205	1,415	2,123	14,349
<b>Michigan, total</b> . . . . .	6,694	7,027	7,521	7,639	8,407	7,868	7,902	8,203	7,434	8,071	7,981	9,206	93,953
Durable goods, total . . . . .	2,830	3,162	3,270	3,381	3,876	3,408	3,493	3,596	3,176	3,507	3,306	3,670	40,675
Nondurable goods, total . . . . .	3,864	3,865	4,251	4,258	4,531	4,460	4,409	4,607	4,258	4,564	4,675	5,536	53,278
Dept. stores (excl. leased depts.) . . . . .	789	813	913	937	1,035	1,021	957	1,048	976	1,054	1,217	1,728	12,488
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	803	827	927	956	1,052	1,038	972	1,066	992	1,071	1,240	1,753	12,697
GAF, total <sup>2</sup> . . . . .	1,717	1,756	1,959	1,978	2,140	2,129	2,047	2,269	2,080	2,213	2,581	3,720	26,589
<b>Minnesota, total</b> . . . . .	3,200	3,278	3,505	3,708	3,917	3,776	3,746	3,910	3,683	3,909	3,818	4,308	44,758
Nondurable goods, total . . . . .	1,947	1,884	2,092	2,134	2,284	2,303	2,333	2,439	2,254	2,358	2,463	2,853	27,344
Dept. stores (excl. leased depts.) . . . . .	285	311	356	368	399	405	377	430	390	424	477	698	4,920
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	290	317	361	375	406	410	383	437	395	431	486	708	4,999
GAF, total <sup>2</sup> . . . . .	728	771	861	871	939	953	919	1,045	963	980	1,105	1,542	11,677
<b>Missouri, total</b> . . . . .	3,763	3,951	4,314	4,201	4,535	4,324	4,330	4,485	4,193	4,391	4,421	5,058	51,966
Nondurable goods, total . . . . .	2,276	2,286	2,508	2,431	2,600	2,536	2,500	2,643	2,478	2,595	2,741	3,240	30,834
Dept. stores (excl. leased depts.) . . . . .	389	425	495	491	546	510	483	546	491	521	628	876	6,401
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	392	429	502	494	551	515	487	552	496	524	635	882	6,459
GAF, total <sup>2</sup> . . . . .	870	966	1,049	1,026	1,173	1,088	1,063	1,200	1,054	1,121	1,363	1,999	13,972
<b>New Jersey, total</b> . . . . .	5,202	5,445	6,169	6,161	6,635	6,476	6,452	6,694	6,202	6,467	6,630	7,688	76,221
Nondurable goods, total . . . . .	3,173	3,183	3,569	3,552	3,791	3,787	3,771	3,948	3,780	3,836	3,995	4,820	45,205
Dept. stores (excl. leased depts.) . . . . .	275	359	402	431	488	458	395	473	458	487	626	960	5,812
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	284	371	415	446	502	471	406	487	472	501	644	978	5,977
GAF, total <sup>2</sup> . . . . .	1,079	1,179	1,354	1,435	1,588	1,519	1,405	1,625	1,501	1,565	1,848	2,757	18,855
<b>New York, total</b> . . . . .	9,850	10,036	11,063	11,377	12,430	11,769	11,523	11,995	11,139	12,091	12,194	14,451	139,918
Durable goods, total . . . . .	3,543	3,762	4,315	4,629	5,245	4,924	4,748	4,876	4,436	4,852	4,661	5,348	55,339
Nondurable goods, total . . . . .	6,307	6,274	6,748	6,748	7,185	6,845	6,775	7,119	6,703	7,239	7,533	9,103	84,579
Dept. stores (excl. leased depts.) . . . . .	558	699	775	818	933	879	781	900	885	941	1,194	1,732	11,095
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	574	720	798	842	959	899	801	923	905	964	1,225	1,769	11,379
GAF, total <sup>2</sup> . . . . .	2,392	2,600	2,980	3,045	3,273	3,205	3,034	3,452	3,264	3,434	4,011	5,964	40,654
<b>North Carolina, total</b> . . . . .	4,887	5,132	5,822	5,902	6,315	6,002	5,978	6,206	5,709	6,144	6,172	7,280	71,549
Nondurable goods, total . . . . .	2,777	2,889	3,151	3,172	3,352	3,198	3,250	3,482	3,106	3,385	3,506	4,125	39,393
Dept. stores (excl. leased depts.) . . . . .	384	438	513	527	566	542	521	581	518	586	719	1,010	6,905
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	390	446	522	536	576	550	529	588	526	595	729	1,022	7,009
GAF, total <sup>2</sup> . . . . .	1,080	1,258	1,431	1,457	1,600	1,530	1,449	1,624	1,462	1,628	1,982	2,884	19,385
<b>Ohio, total</b> . . . . .	7,587	7,866	8,721	8,995	9,751	9,266	9,276	9,561	8,876	9,431	9,391	11,052	109,773
Nondurable goods, total . . . . .	4,641	4,737	5,230	5,233	5,735	5,448	5,492	5,827	5,308	5,643	5,861	6,934	66,089
Dept. stores (excl. leased depts.) . . . . .	660	719	843	846	945	914	862	970	902	960	1,203	1,722	11,546
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	676	738	865	869	969	936	882	994	924	982	1,233	1,754	11,822
GAF, total <sup>2</sup> . . . . .	1,809	1,904	2,132	2,125	2,327	2,232	2,146	2,388	2,273	2,371	2,898	4,335	28,940

See footnotes on next page.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>Pennsylvania, total</b> . . . . .	7,485	8,042	9,025	9,173	9,817	9,418	9,350	9,752	9,138	9,895	10,052	11,284	112,431
Durable goods, total . . . . .	2,645	3,099	3,508	3,649	3,951	3,854	3,835	3,927	3,664	3,950	3,755	3,900	43,737
Nondurable goods, total . . . . .	4,840	4,943	5,517	5,524	5,866	5,564	5,515	5,825	5,474	5,945	6,297	7,384	68,694
Dept. stores (excl. leased depts.) . . . . .	521	623	738	765	843	794	713	839	758	843	1,124	1,587	10,148
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	537	642	762	788	867	818	733	864	779	866	1,155	1,617	10,428
GAF, total <sup>2</sup> . . . . .	1,509	1,698	1,933	1,984	2,149	2,037	1,911	2,261	2,019	2,200	2,721	3,887	26,309
<b>Tennessee, total</b> . . . . .	3,566	3,775	4,249	4,283	4,606	4,408	4,296	4,446	4,005	4,222	4,408	5,074	51,338
Nondurable goods, total . . . . .	2,093	2,205	2,362	2,322	2,516	2,382	2,380	2,579	2,288	2,463	2,656	3,117	29,363
Dept. stores (excl. leased depts.) . . . . .	343	384	450	443	497	470	453	505	459	498	622	855	5,979
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	346	390	456	450	503	474	457	511	464	504	629	862	6,046
GAF, total <sup>2</sup> . . . . .	836	900	1,053	1,039	1,117	1,055	1,048	1,174	1,053	1,164	1,441	2,031	13,911
<b>Texas, total</b> . . . . .	12,317	12,644	14,179	13,937	14,928	14,049	14,299	14,636	13,330	14,141	14,210	16,705	169,375
Durable goods, total . . . . .	5,292	5,540	6,287	6,208	6,628	6,170	6,352	6,314	5,733	6,041	5,746	6,518	72,829
Nondurable goods, total . . . . .	7,025	7,104	7,892	7,729	8,300	7,879	7,947	8,322	7,597	8,100	8,464	10,187	96,546
Dept. stores (excl. leased depts.) . . . . .	1,231	1,343	1,538	1,496	1,641	1,531	1,534	1,683	1,449	1,560	1,823	2,794	19,623
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,248	1,360	1,560	1,514	1,659	1,547	1,548	1,705	1,463	1,576	1,846	2,827	19,853
GAF, total <sup>2</sup> . . . . .	3,148	3,254	3,675	3,578	3,897	3,665	3,706	4,062	3,533	3,742	4,325	6,551	47,136
<b>Virginia, total</b> . . . . .	4,722	4,894	5,453	5,477	6,056	5,630	5,528	5,826	5,276	5,574	5,766	6,707	66,909
Nondurable goods, total . . . . .	2,870	2,948	3,302	3,289	3,581	3,350	3,330	3,496	3,229	3,467	3,687	4,347	40,896
Dept. stores (excl. leased depts.) . . . . .	293	347	416	428	463	439	428	484	452	498	622	893	5,763
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	300	355	426	439	474	447	436	493	461	507	633	906	5,877
GAF, total <sup>2</sup> . . . . .	1,029	1,129	1,336	1,301	1,426	1,373	1,329	1,530	1,381	1,452	1,737	2,477	17,500
<b>Wisconsin, total</b> . . . . .	3,428	3,742	4,068	4,066	4,460	4,171	4,244	4,383	3,959	4,435	4,750	5,507	51,213
Durable goods, total . . . . .	1,490	1,729	1,937	1,963	2,125	1,986	2,075	2,018	1,789	2,039	1,863	2,009	23,023
Nondurable goods, total . . . . .	1,938	2,013	2,131	2,103	2,335	2,185	2,169	2,365	2,170	2,396	2,887	3,498	28,190
Dept. stores (excl. leased depts.) . . . . .	282	315	365	373	407	407	377	431	396	430	545	751	5,079
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	286	322	373	381	416	414	384	440	403	439	554	762	5,174
GAF, total <sup>2</sup> . . . . .	711	749	836	864	921	901	897	998	904	976	1,164	1,615	11,536

<sup>P</sup>Preliminary estimates.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1995												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>California, total</b> .....	18,562	18,126	20,647	20,225	21,380	21,819	21,356	21,891	21,243	21,086	21,816	26,046	254,197
Durable goods, total .....	7,059	7,119	8,223	8,005	8,653	9,037	8,618	8,876	8,743	8,568	8,587	9,749	101,237
Nondurable goods, total .....	11,503	11,007	12,424	12,220	12,727	12,782	12,738	13,015	12,500	12,518	13,229	16,297	152,960
Dept. stores (excl. leased depts.) .....	1,326	1,342	1,582	1,602	1,677	1,709	1,716	1,765	1,665	1,680	2,109	3,364	21,537
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,354	1,372	1,615	1,637	1,712	1,741	1,747	1,797	1,700	1,712	2,153	3,420	21,960
GAF, total <sup>2</sup> .....	4,944	4,852	5,596	5,501	5,720	5,843	5,754	6,073	5,734	5,767	6,864	10,343	72,991
<b>Florida, total</b> .....	10,999	10,786	12,413	12,323	12,306	11,948	11,262	11,735	11,458	11,649	12,215	14,714	143,808
Durable goods, total .....	4,858	4,813	5,624	5,789	5,860	5,723	5,024	5,347	5,373	5,416	5,364	6,050	65,241
Nondurable goods, total .....	6,141	5,973	6,789	6,534	6,446	6,225	6,238	6,388	6,085	6,233	6,851	8,664	78,567
Dept. stores (excl. leased depts.) .....	901	926	1,084	1,067	1,040	993	1,011	1,083	978	1,028	1,359	2,014	13,484
Dept. stores (incl. leased depts.) <sup>1</sup> .....	917	941	1,104	1,084	1,058	1,008	1,027	1,105	997	1,045	1,383	2,038	13,707
GAF, total <sup>2</sup> .....	2,662	2,679	3,071	2,981	2,972	2,860	2,811	3,000	2,803	2,861	3,691	5,604	37,995
<b>Illinois, total</b> .....	7,276	7,141	8,510	8,301	8,850	8,826	8,364	8,606	8,117	8,388	8,883	10,393	101,655
Durable goods, total .....	4,435	4,303	4,975	4,919	5,242	5,065	4,925	5,165	4,999	5,136	5,523	6,716	61,403
Nondurable goods, total .....	655	665	839	847	893	892	829	896	876	931	1,167	1,645	11,135
Dept. stores (excl. leased depts.) .....	671	681	857	865	913	910	847	915	894	952	1,194	1,677	11,376
GAF, total <sup>2</sup> .....	1,739	1,740	2,117	2,107	2,262	2,265	2,098	2,319	2,264	2,306	2,826	4,101	28,144
<b>Indiana, total</b> .....	3,697	3,797	4,264	4,099	4,498	4,457	4,300	4,602	4,217	4,345	4,676	5,324	52,276
Durable goods, total .....	2,379	2,330	2,686	2,610	2,800	2,763	2,678	2,874	2,703	2,732	2,950	3,438	32,943
Nondurable goods, total .....	386	395	495	503	518	538	517	565	525	554	716	984	6,696
Dept. stores (excl. leased depts.) .....	393	401	502	510	525	545	524	573	532	560	725	996	6,786
Dept. stores (incl. leased depts.) <sup>1</sup> .....	897	913	1,102	1,105	1,185	1,201	1,169	1,278	1,177	1,213	1,564	2,237	15,041
GAF, total <sup>2</sup> .....	2,685	2,576	2,956	2,997	3,153	3,157	3,138	3,398	3,078	3,159	3,185	3,633	37,115
Durable goods, total .....	1,674	1,652	1,828	1,876	1,974	1,904	1,936	2,017	1,871	1,960	2,055	2,432	23,179
Nondurable goods, total .....	258	266	328	342	342	343	343	362	323	342	422	585	4,256
Dept. stores (excl. leased depts.) .....	261	269	332	346	346	346	345	367	327	346	426	590	4,301
Dept. stores (incl. leased depts.) <sup>1</sup> .....	590	555	692	727	720	743	728	778	715	738	892	1,288	9,166
GAF, total <sup>2</sup> .....	3,269	3,247	3,756	3,635	3,892	3,950	3,657	3,823	3,654	3,640	3,870	4,602	44,995
Durable goods, total .....	1,883	1,823	2,083	2,095	2,166	2,126	2,051	2,072	2,017	2,059	2,250	2,787	25,412
Nondurable goods, total .....	211	219	275	293	303	300	287	299	292	299	395	589	3,762
Dept. stores (excl. leased depts.) .....	217	227	284	303	312	309	296	309	302	308	407	603	3,877
Dept. stores (incl. leased depts.) <sup>1</sup> .....	768	806	919	943	980	960	929	996	979	986	1,216	1,839	12,321
GAF, total <sup>2</sup> .....	3,813	3,805	4,332	4,233	4,456	4,526	4,185	4,562	4,460	4,513	4,787	5,726	53,398
Durable goods, total .....	2,621	2,629	3,022	2,945	3,040	3,110	2,839	3,075	3,110	3,095	3,406	4,145	37,037
Nondurable goods, total .....	229	241	291	311	336	346	301	329	340	336	444	655	4,159
Dept. stores (excl. leased depts.) .....	234	246	298	319	343	353	309	336	348	344	456	669	4,255
Dept. stores (incl. leased depts.) <sup>1</sup> .....	876	851	1,007	1,041	1,120	1,120	1,014	1,154	1,150	1,137	1,391	2,093	13,954
GAF, total <sup>2</sup> .....	6,300	6,218	7,368	7,102	7,863	8,104	7,411	8,110	7,437	7,501	7,801	9,034	90,249
Durable goods, total .....	2,629	2,711	3,282	3,077	3,642	3,791	3,220	3,750	3,216	3,238	3,304	3,524	39,384
Nondurable goods, total .....	3,671	3,507	4,086	4,025	4,221	4,313	4,191	4,360	4,221	4,263	4,497	5,510	50,865
Dept. stores (excl. leased depts.) .....	768	738	895	902	954	1,006	955	1,009	962	998	1,226	1,653	12,066
Dept. stores (incl. leased depts.) <sup>1</sup> .....	780	746	911	919	969	1,022	965	1,023	975	1,015	1,250	1,678	12,253
GAF, total <sup>2</sup> .....	1,694	1,637	1,950	1,931	2,062	2,129	2,001	2,170	2,070	2,123	2,564	3,653	25,984
<b>Minnesota, total</b> .....	3,146	3,034	3,484	3,521	3,733	3,764	3,582	3,775	3,712	3,664	3,741	4,243	43,399
Durable goods, total .....	1,963	1,801	2,092	2,163	2,244	2,290	2,235	2,288	2,243	2,224	2,310	2,736	26,589
Nondurable goods, total .....	291	292	346	337	369	386	353	413	388	396	477	663	4,711
Dept. stores (excl. leased depts.) .....	297	299	352	343	375	392	358	418	393	403	484	671	4,785
Dept. stores (incl. leased depts.) <sup>1</sup> .....	722	713	845	815	890	931	880	1,015	967	958	1,128	1,560	11,424
GAF, total <sup>2</sup> .....	3,684	3,667	4,424	4,226	4,510	4,562	4,324	4,417	4,201	4,194	4,340	5,032	51,581
Durable goods, total .....	2,233	2,154	2,499	2,442	2,507	2,546	2,495	2,570	2,485	2,498	2,652	3,216	30,297
Nondurable goods, total .....	378	386	479	487	498	496	483	515	493	504	620	859	6,198
Dept. stores (excl. leased depts.) .....	380	390	482	489	500	498	486	520	497	506	625	869	6,242
Dept. stores (incl. leased depts.) <sup>1</sup> .....	836	857	1,016	1,020	1,090	1,051	1,030	1,116	1,057	1,058	1,308	1,945	13,384
GAF, total <sup>2</sup> .....	5,128	4,940	5,971	5,723	6,274	6,570	6,327	6,605	6,085	5,977	6,361	7,541	73,502
Durable goods, total .....	3,085	2,953	3,458	3,424	3,637	3,795	3,738	3,827	3,723	3,644	3,967	4,979	44,230
Nondurable goods, total .....	298	326	399	427	459	462	415	437	452	463	634	938	5,710
Dept. stores (excl. leased depts.) .....	307	336	409	441	472	475	425	450	465	476	648	959	5,863
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,117	1,101	1,335	1,377	1,465	1,477	1,378	1,464	1,509	1,472	1,829	2,729	18,253
GAF, total <sup>2</sup> .....	9,914	9,214	10,924	10,824	11,841	11,878	11,163	11,925	11,209	11,426	11,900	13,870	136,088
Durable goods, total .....	3,449	3,145	4,067	3,997	4,561	4,759	4,291	4,782	4,193	4,350	4,274	4,729	50,597
Nondurable goods, total .....	6,465	6,069	6,857	6,827	7,280	7,119	6,872	7,143	7,016	7,076	7,626	9,141	85,491
Dept. stores (excl. leased depts.) .....	575	620	753	780	872	873	789	836	873	863	1,178	1,673	10,685
Dept. stores (incl. leased depts.) <sup>1</sup> .....	590	637	774	800	895	895	808	858	896	882	1,210	1,708	10,953
GAF, total <sup>2</sup> .....	2,421	2,371	2,798	2,842	3,104	3,166	2,948	3,186	3,244	3,168	3,887	5,692	38,827
<b>North Carolina, total</b> .....	4,522	4,552	5,459	5,273	5,483	5,545	5,550	5,640	5,476	5,470	5,633	6,719	65,322
Durable goods, total .....	2,616	2,633	2,981	2,999	3,050	3,026	3,099	3,219	3,029	3,118	3,305	3,953	37,028
Nondurable goods, total .....	372	384	491	511	506	504	505	529	494	530	681	954	6,461
Dept. stores (excl. leased depts.) .....	379	390	498	519	514	511	511	537	500	536	691	966	6,552
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,010	1,062	1,305	1,307	1,342	1,357	1,338	1,438	1,401	1,416	1,769	2,617	17,362
GAF, total <sup>2</sup> .....	7,150	7,045	8,470	8,298	9,201	9,039	8,732	9,101	8,410	8,512	9,000	10,655	103,613
Durable goods, total .....	4,558	4,474	5,137	5,117	5,408	5,311	5,307	5,491	5,172	5,203	5,563	6,651	63,392
Nondurable goods, total .....	627	646	823	831	856	891	861	924	882	899	1,176	1,633	11,049
Dept. stores (excl. leased depts.) .....	644	662	843	852	877	912	880	947	903	919	1,203	1,666	11,308
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,602	1,625	1,961	1,956	2,202	2,163	2,052	2,296	2,232	2,221	2,788	4,158	27,256
GAF, total <sup>2</sup> .....													

See footnotes on next page.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Pennsylvania, total</b> .....	7,260	7,000	8,381	8,263	8,878	8,889	8,441	9,018	8,588	8,742	9,294	10,717	103,471
Durable goods, total .....	2,626	2,568	3,227	3,161	3,544	3,598	3,329	3,762	3,349	3,321	3,396	3,509	39,390
Nondurable goods, total .....	4,634	4,432	5,154	5,102	5,334	5,291	5,112	5,256	5,239	5,421	5,898	7,208	64,081
Dept. stores (excl. leased depts.) .....	538	550	719	758	788	791	750	792	752	822	1,151	1,587	9,998
Dept. stores (incl. leased depts.) <sup>1</sup> .....	556	566	739	780	810	813	771	816	773	843	1,182	1,622	10,271
GAF, total <sup>2</sup> .....	1,565	1,548	1,898	1,972	2,037	2,033	1,938	2,156	2,031	2,112	2,722	3,858	25,870
<b>Tennessee, total</b> .....	3,278	3,278	3,916	3,957	4,167	4,195	4,128	4,333	4,017	4,054	4,262	4,952	48,537
Nondurable goods, total .....	1,912	1,918	2,226	2,281	2,374	2,375	2,367	2,503	2,312	2,340	2,556	3,077	28,241
Dept. stores (excl. leased depts.) .....	323	335	426	430	430	431	434	459	436	464	589	811	5,568
Dept. stores (incl. leased depts.) <sup>1</sup> .....	327	339	430	435	435	436	437	465	440	469	595	816	5,624
GAF, total <sup>2</sup> .....	807	795	984	1,017	1,043	1,026	1,024	1,082	1,027	1,092	1,380	1,920	13,197
<b>Texas, total</b> .....	11,684	11,584	13,756	13,060	14,166	14,209	13,821	14,194	13,235	13,150	13,478	16,297	162,634
Durable goods, total .....	4,818	4,921	6,088	5,424	6,257	6,468	5,983	6,217	5,766	5,581	5,583	6,463	69,569
Nondurable goods, total .....	6,866	6,663	7,668	7,636	7,909	7,741	7,838	7,977	7,469	7,569	7,895	9,834	93,065
Dept. stores (excl. leased depts.) .....	1,146	1,183	1,411	1,439	1,501	1,474	1,520	1,598	1,418	1,462	1,765	2,664	18,581
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,158	1,198	1,427	1,456	1,517	1,490	1,536	1,616	1,432	1,477	1,783	2,690	18,780
GAF, total <sup>2</sup> .....	2,925	2,886	3,384	3,378	3,610	3,505	3,516	3,874	3,509	3,536	4,244	6,409	44,776
<b>Virginia, total</b> .....	4,684	4,637	5,420	5,310	5,811	5,600	5,567	5,744	5,412	5,522	5,721	6,583	66,011
Nondurable goods, total .....	2,854	2,772	3,160	3,261	3,399	3,310	3,262	3,402	3,320	3,386	3,597	4,288	40,011
Dept. stores (excl. leased depts.) .....	294	311	392	414	420	411	416	432	418	436	563	804	5,311
Dept. stores (incl. leased depts.) <sup>1</sup> .....	301	318	401	424	429	419	424	442	427	446	574	817	5,422
GAF, total <sup>2</sup> .....	1,062	1,054	1,248	1,245	1,330	1,290	1,274	1,418	1,364	1,346	1,681	2,451	16,763
<b>Wisconsin, total</b> .....	3,207	3,179	3,855	3,767	4,138	4,126	3,901	4,417	4,102	4,189	4,649	5,223	48,753
Durable goods, total .....	1,297	1,318	1,790	1,737	1,901	1,964	1,796	2,119	1,937	1,901	1,855	1,951	21,566
Nondurable goods, total .....	1,910	1,861	2,065	2,030	2,237	2,162	2,105	2,298	2,165	2,288	2,794	3,272	27,187
Dept. stores (excl. leased depts.) .....	277	283	353	357	380	392	357	410	382	399	517	703	4,810
Dept. stores (incl. leased depts.) <sup>1</sup> .....	282	289	360	365	389	401	365	419	390	408	528	717	4,913
GAF, total <sup>2</sup> .....	724	692	831	851	890	894	858	972	922	968	1,143	1,561	11,306

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1994												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
California, total	17,795	17,503	19,997	19,739	20,253	20,650	20,663	20,849	20,473	20,952	21,208	25,762	245,844
Durable goods, total	6,815	6,856	7,833	7,776	8,029	8,177	8,178	8,300	8,313	8,447	8,042	9,453	96,219
Nondurable goods, total	10,980	10,647	12,164	11,963	12,224	12,473	12,485	12,549	12,160	12,505	13,166	16,309	149,625
Dept. stores (excl. leased depts.)	1,245	1,275	1,572	1,478	1,575	1,636	1,597	1,698	1,613	1,699	2,161	3,305	20,854
Dept. stores (incl. leased depts.) <sup>1</sup>	1,280	1,315	1,616	1,522	1,616	1,674	1,634	1,735	1,653	1,735	2,204	3,366	21,350
GAF, total <sup>2</sup>	4,620	4,662	5,457	5,260	5,484	5,649	5,617	5,869	5,615	5,825	6,876	10,304	71,238
Florida, total	10,421	10,429	12,076	11,261	11,201	11,107	10,860	11,163	10,837	11,168	11,901	14,330	136,754
Durable goods, total	4,629	4,603	5,331	4,962	5,109	5,124	4,821	5,014	5,003	5,035	5,319	5,903	60,853
Nondurable goods, total	5,792	5,826	6,745	6,299	6,092	5,983	6,039	6,149	5,834	6,133	6,582	8,427	75,901
Dept. stores (excl. leased depts.)	827	869	1,024	939	930	905	911	995	885	967	1,193	1,896	12,341
Dept. stores (incl. leased depts.) <sup>1</sup>	845	891	1,048	958	950	922	927	1,013	902	985	1,217	1,929	12,587
GAF, total <sup>2</sup>	2,499	2,591	2,965	2,758	2,747	2,699	2,685	2,895	2,654	2,842	3,456	5,365	36,156
Illinois, total	6,798	6,970	8,383	8,296	8,361	8,476	7,928	8,327	8,131	8,503	8,712	10,473	99,358
Nondurable goods, total	4,176	4,160	4,853	4,759	4,934	4,837	4,722	4,989	4,829	5,146	5,451	6,791	59,647
Dept. stores (excl. leased depts.)	605	617	798	784	825	824	769	860	806	928	1,107	1,649	10,572
Dept. stores (incl. leased depts.) <sup>1</sup>	622	634	817	804	845	845	788	880	826	951	1,134	1,689	10,835
GAF, total <sup>2</sup>	1,583	1,620	2,036	1,979	2,080	2,104	1,991	2,212	2,080	2,263	2,700	4,095	26,743
Indiana, total	3,386	3,581	4,063	3,916	4,084	4,179	3,974	4,305	3,963	4,164	4,363	5,244	49,222
Nondurable goods, total	2,185	2,205	2,581	2,474	2,592	2,593	2,562	2,717	2,533	2,669	2,849	3,450	31,410
Dept. stores (excl. leased depts.)	331	344	433	428	463	468	457	508	466	518	640	941	5,997
Dept. stores (incl. leased depts.) <sup>1</sup>	337	350	440	436	471	476	465	517	474	526	651	955	6,098
GAF, total <sup>2</sup>	795	816	994	976	1,015	1,040	1,016	1,160	1,033	1,146	1,391	2,070	13,452
Louisiana, total	2,435	2,425	2,840	2,856	3,024	2,980	2,997	3,129	2,888	2,949	3,034	3,532	35,089
Nondurable goods, total	1,566	1,575	1,768	1,757	1,821	1,748	1,812	1,873	1,718	1,818	1,920	2,345	21,721
Dept. stores (excl. leased depts.)	244	257	324	295	309	303	305	323	291	325	375	560	3,911
Dept. stores (incl. leased depts.) <sup>1</sup>	247	260	327	298	313	306	308	326	294	328	379	565	3,951
GAF, total <sup>2</sup>	548	564	703	676	695	688	686	740	650	715	812	1,240	8,717
Maryland, total	2,909	3,013	3,623	3,590	3,746	3,793	3,589	3,789	3,677	3,668	3,814	4,747	43,958
Nondurable goods, total	1,792	1,760	2,051	2,015	2,116	2,122	2,104	2,121	2,074	2,134	2,197	2,813	25,299
Dept. stores (excl. leased depts.)	187	203	266	280	278	285	263	287	283	311	378	592	3,613
Dept. stores (incl. leased depts.) <sup>1</sup>	193	210	275	290	287	294	271	295	292	320	388	607	3,722
GAF, total <sup>2</sup>	626	678	862	872	892	906	892	967	950	999	1,186	1,830	11,660
Massachusetts, total	3,627	3,640	4,290	4,201	4,331	4,413	4,157	4,452	4,397	4,457	4,607	5,605	52,177
Nondurable goods, total	2,518	2,525	2,932	2,818	2,938	2,967	2,828	3,004	2,984	3,057	3,256	3,993	35,820
Dept. stores (excl. leased depts.)	215	219	273	290	308	322	284	324	332	343	433	654	3,997
Dept. stores (incl. leased depts.) <sup>1</sup>	221	226	283	301	320	331	291	335	342	352	445	671	4,118
GAF, total <sup>2</sup>	835	830	1,008	1,020	1,083	1,098	1,001	1,179	1,151	1,157	1,382	2,103	13,847
Michigan, total	5,900	5,928	7,368	7,772	7,050	7,494	7,189	7,650	7,244	7,464	7,374	8,756	87,189
Durable goods, total	2,470	2,587	3,459	3,831	3,037	3,314	2,999	3,410	3,127	3,203	3,119	3,404	37,960
Nondurable goods, total	3,430	3,341	3,909	3,941	4,013	4,180	4,190	4,240	4,117	4,261	4,255	5,352	49,229
Dept. stores (excl. leased depts.)	738	707	865	888	896	945	888	951	893	972	1,127	1,615	11,485
Dept. stores (incl. leased depts.) <sup>1</sup>	753	720	881	903	911	960	899	965	909	987	1,144	1,643	11,675
GAF, total <sup>2</sup>	1,601	1,562	1,897	1,942	1,924	1,993	1,880	2,073	1,957	2,101	2,424	3,637	24,991
Minnesota, total	2,865	2,803	3,426	3,342	3,485	3,470	3,444	3,730	3,674	3,662	3,672	4,292	41,865
Nondurable goods, total	1,865	1,737	2,038	2,007	2,068	2,110	2,151	2,241	2,207	2,210	2,261	2,762	25,657
Dept. stores (excl. leased depts.)	261	259	335	324	342	351	329	381	353	389	449	654	4,427
Dept. stores (incl. leased depts.) <sup>1</sup>	265	265	341	329	348	357	335	388	359	396	457	667	4,507
GAF, total <sup>2</sup>	681	697	860	829	857	892	867	987	924	943	1,073	1,547	11,157
Missouri, total	3,332	3,360	3,992	3,872	4,128	4,283	4,087	4,239	4,071	4,068	4,134	5,056	48,622
Nondurable goods, total	2,075	2,004	2,311	2,215	2,270	2,369	2,332	2,437	2,346	2,414	2,528	3,153	28,454
Dept. stores (excl. leased depts.)	352	358	446	435	466	452	439	478	451	488	575	839	5,779
Dept. stores (incl. leased depts.) <sup>1</sup>	355	362	452	442	471	457	445	482	456	492	580	846	5,840
GAF, total <sup>2</sup>	762	797	944	954	1,024	996	992	1,093	1,010	1,057	1,249	1,917	12,795
New Jersey, total	4,902	4,797	5,901	5,925	6,081	6,276	6,167	6,419	6,194	5,998	6,150	7,556	72,366
Nondurable goods, total	3,100	2,964	3,555	3,541	3,688	3,829	3,755	3,800	3,711	3,690	3,855	4,886	44,374
Dept. stores (excl. leased depts.)	266	297	386	407	426	445	389	430	447	478	612	929	5,512
Dept. stores (incl. leased depts.) <sup>1</sup>	274	305	397	419	439	457	399	442	460	491	628	949	5,660
GAF, total <sup>2</sup>	1,050	1,075	1,342	1,362	1,399	1,458	1,357	1,502	1,523	1,560	1,805	2,746	18,179
New York, total	9,258	9,016	10,786	10,819	11,332	11,538	11,001	11,468	11,094	11,431	11,857	13,978	133,578
Durable goods, total	2,996	3,048	3,906	4,135	4,354	4,583	4,158	4,320	4,090	4,219	4,290	4,725	48,824
Nondurable goods, total	6,262	5,968	6,880	6,684	6,978	6,955	6,843	7,148	7,004	7,212	7,567	9,253	84,754
Dept. stores (excl. leased depts.)	526	585	742	758	813	825	750	843	852	899	1,135	1,674	10,402
Dept. stores (incl. leased depts.) <sup>1</sup>	543	602	762	780	835	847	770	861	875	921	1,165	1,708	10,669
GAF, total <sup>2</sup>	2,211	2,287	2,832	2,899	2,993	3,106	2,880	3,135	3,108	3,196	3,754	5,663	38,064
North Carolina, total	3,995	4,065	5,002	5,029	5,136	5,054	5,010	5,113	4,877	5,013	5,139	6,259	59,692
Nondurable goods, total	2,488	2,476	2,851	2,835	2,879	2,861	2,957	3,028	2,837	3,006	3,054	3,741	35,013
Dept. stores (excl. leased depts.)	343	366	451	451	455	464	464	483	447	504	596	898	5,922
Dept. stores (incl. leased depts.) <sup>1</sup>	349	372	457	460	463	472	472	491	454	512	606	911	6,019
GAF, total <sup>2</sup>	889	927	1,145	1,130	1,176	1,221	1,201	1,298	1,237	1,320	1,550	2,429	15,523
Ohio, total	6,439	6,696	7,932	8,018	8,224	8,230	8,133	8,477	8,107	8,354	8,634	10,301	97,545
Nondurable goods, total	4,221	4,285	4,899	4,908	5,128	5,079	5,162	5,358	5,053	5,237	5,494	6,702	61,52

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	6,656	6,959	8,220	8,213	8,565	8,734	8,238	8,668	8,379	8,624	8,860	10,506	100,622
Durable goods, total .....	2,283	2,607	3,124	3,307	3,502	3,617	3,200	3,459	3,292	3,273	3,172	3,533	38,369
Nondurable goods, total .....	4,373	4,352	5,096	4,906	5,063	5,117	5,038	5,209	5,087	5,351	5,688	6,973	62,253
Dept. stores (excl. leased depts.) .....	447	506	682	710	727	747	689	756	737	830	1,088	1,549	9,468
Dept. stores (incl. leased depts.) <sup>1</sup> .....	466	524	706	736	752	773	713	784	764	857	1,122	1,586	9,783
GAF, total <sup>2</sup> .....	1,328	1,431	1,802	1,868	1,908	1,942	1,791	2,034	1,951	2,123	2,597	3,836	24,611
<b>Tennessee, total</b> .....	2,932	3,185	3,763	3,743	3,834	3,863	3,737	3,941	3,760	3,944	4,052	4,723	45,477
Durable goods, total .....	1,750	1,821	2,071	2,081	2,145	2,155	2,173	2,288	2,148	2,305	2,409	2,880	26,226
Nondurable goods, total .....	287	315	390	383	393	393	386	417	393	435	522	761	5,075
Dept. stores (incl. leased depts.) <sup>1</sup> .....	291	320	395	388	398	398	390	422	399	440	528	769	5,138
GAF, total <sup>2</sup> .....	718	767	926	920	941	929	935	994	956	1,070	1,266	1,863	12,285
<b>Texas, total</b> .....	10,676	10,774	12,711	12,337	12,855	13,018	12,782	13,241	12,401	12,618	13,006	16,081	152,500
Durable goods, total .....	4,187	4,392	5,340	5,166	5,380	5,613	5,260	5,489	5,153	5,121	5,234	6,212	62,547
Nondurable goods, total .....	6,489	6,382	7,371	7,171	7,475	7,405	7,522	7,752	7,248	7,497	7,772	9,869	89,953
Dept. stores (excl. leased depts.) .....	1,078	1,106	1,372	1,272	1,368	1,350	1,376	1,468	1,290	1,413	1,629	2,546	17,268
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,093	1,122	1,392	1,291	1,385	1,367	1,393	1,487	1,308	1,431	1,647	2,575	17,491
GAF, total <sup>2</sup> .....	2,799	2,827	3,374	3,187	3,372	3,331	3,339	3,599	3,233	3,459	4,028	6,283	42,831
<b>Virginia, total</b> .....	4,177	4,298	5,068	5,102	5,304	5,263	5,167	5,374	5,118	5,176	5,334	6,412	61,793
Durable goods, total .....	2,685	2,660	3,038	3,097	3,161	3,079	3,129	3,158	3,079	3,234	3,378	4,185	37,883
Dept. stores (excl. leased depts.) .....	274	294	375	388	388	389	381	404	392	432	514	782	5,013
Dept. stores (incl. leased depts.) <sup>1</sup> .....	280	300	383	398	397	398	389	413	400	441	525	796	5,120
GAF, total <sup>2</sup> .....	944	977	1,202	1,203	1,259	1,270	1,229	1,362	1,305	1,336	1,578	2,399	16,064
<b>Wisconsin, total</b> .....	2,942	3,039	3,677	3,705	3,882	3,821	3,753	4,127	3,785	3,977	4,318	5,010	46,036
Durable goods, total .....	1,115	1,253	1,638	1,681	1,708	1,665	1,613	1,841	1,629	1,687	1,632	1,781	19,243
Nondurable goods, total .....	1,827	1,786	2,039	2,024	2,174	2,156	2,140	2,286	2,156	2,290	2,686	3,229	26,793
Dept. stores (excl. leased depts.) .....	255	260	339	339	353	357	333	383	345	388	477	688	4,517
Dept. stores (incl. leased depts.) <sup>1</sup> .....	260	265	346	347	361	365	339	391	352	397	487	704	4,614
GAF, total <sup>2</sup> .....	626	620	799	811	825	845	826	917	854	937	1,099	1,606	10,765

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States:  
January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1993												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>California, total</b> . . . . .	17,282	16,742	18,944	19,093	19,683	19,453	19,862	19,264	18,863	19,471	19,617	24,164	232,438
Durable goods, total . . . . .	6,472	6,310	7,287	7,342	7,569	7,660	7,724	7,333	7,297	7,473	7,152	8,593	88,212
Nondurable goods, total . . . . .	10,810	10,432	11,657	11,751	12,114	11,793	12,138	11,931	11,566	11,998	12,465	15,571	144,226
Dept. stores (excl. leased depts.) . . . . .	1,177	1,182	1,429	1,423	1,533	1,495	1,503	1,583	1,473	1,554	1,926	3,105	19,383
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,213	1,222	1,475	1,470	1,581	1,541	1,548	1,627	1,518	1,599	1,977	3,184	19,955
GAF, total <sup>2</sup> . . . . .	4,482	4,421	5,043	5,058	5,333	5,303	5,329	5,441	5,194	5,344	6,299	9,727	66,974
<b>Florida, total</b> . . . . .	9,855	10,075	10,715	10,831	10,807	10,422	10,374	10,216	10,046	10,495	11,516	13,922	129,274
Durable goods, total . . . . .	4,101	4,393	4,418	4,586	4,717	4,591	4,423	4,310	4,372	4,529	5,166	5,852	55,458
Nondurable goods, total . . . . .	5,754	5,682	6,297	6,245	6,090	5,831	5,951	5,906	5,674	5,966	6,350	8,070	73,816
Dept. stores (excl. leased depts.) . . . . .	765	792	890	882	868	824	845	905	801	899	1,095	1,729	11,295
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	782	809	907	901	887	840	862	923	815	912	1,115	1,758	11,511
GAF, total <sup>2</sup> . . . . .	2,596	2,573	2,803	2,844	2,795	2,655	2,667	2,760	2,556	2,733	3,290	5,032	35,304
<b>Illinois, total</b> . . . . .	6,767	6,642	7,794	7,990	8,248	7,980	8,014	7,927	7,739	8,130	8,399	9,743	95,373
Nondurable goods, total . . . . .	4,327	4,196	4,847	4,885	5,018	4,714	4,724	4,776	4,629	5,046	5,300	6,360	58,822
Dept. stores (excl. leased depts.) . . . . .	531	537	685	713	764	718	707	779	756	866	1,012	1,499	9,567
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	548	554	704	732	784	737	725	799	776	887	1,038	1,537	9,821
GAF, total <sup>2</sup> . . . . .	1,555	1,530	1,812	1,885	1,990	1,904	1,898	2,041	1,986	2,136	2,486	3,774	24,997
<b>Indiana, total</b> . . . . .	3,125	3,123	3,585	3,701	3,863	3,855	3,899	3,936	3,740	3,856	4,071	4,865	45,619
Nondurable goods, total . . . . .	2,131	2,078	2,387	2,421	2,552	2,501	2,568	2,597	2,517	2,585	2,719	3,310	30,366
Dept. stores (excl. leased depts.) . . . . .	304	300	368	393	419	397	403	439	411	463	559	824	5,280
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	310	305	374	401	426	404	410	447	418	471	568	836	5,370
GAF, total <sup>2</sup> . . . . .	737	725	866	923	955	925	941	1,020	943	1,015	1,221	1,834	12,105
<b>Louisiana, total</b> . . . . .	2,249	2,173	2,430	2,518	2,655	2,573	2,709	2,718	2,552	2,655	2,728	3,239	31,199
Nondurable goods, total . . . . .	1,593	1,589	1,700	1,777	1,838	1,707	1,826	1,850	1,688	1,777	1,840	2,205	21,390
Dept. stores (excl. leased depts.) . . . . .	224	234	271	283	295	277	286	301	271	304	353	514	3,613
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	227	238	275	287	299	281	289	304	274	307	357	518	3,656
GAF, total <sup>2</sup> . . . . .	536	518	619	646	664	632	655	682	621	678	767	1,159	8,177
<b>Maryland, total</b> . . . . .	2,835	2,787	3,057	3,208	3,386	3,399	3,500	3,412	3,398	3,385	3,541	4,315	40,223
Nondurable goods, total . . . . .	1,769	1,702	1,867	1,910	1,994	1,957	2,018	1,985	1,950	2,073	2,159	2,722	24,106
Dept. stores (excl. leased depts.) . . . . .	182	187	220	255	270	248	236	258	264	285	355	560	3,320
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	188	193	227	263	278	257	243	267	273	294	366	575	3,424
GAF, total <sup>2</sup> . . . . .	656	652	730	815	854	838	837	875	855	883	1,042	1,601	10,638
<b>Massachusetts, total</b> . . . . .	3,493	3,425	3,806	3,891	3,942	4,010	3,923	4,063	4,051	4,181	4,314	5,208	48,307
Nondurable goods, total . . . . .	2,345	2,334	2,606	2,639	2,758	2,700	2,631	2,693	2,784	2,928	3,066	3,751	33,235
Dept. stores (excl. leased depts.) . . . . .	201	206	243	282	307	294	261	293	304	329	407	630	3,757
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	207	216	251	292	317	304	269	305	316	340	420	647	3,884
GAF, total <sup>2</sup> . . . . .	818	820	921	1,012	1,072	1,011	965	1,098	1,099	1,134	1,335	2,057	13,342
<b>Michigan, total</b> . . . . .	5,439	5,262	6,192	6,555	6,746	6,796	6,774	6,785	6,530	6,815	6,819	8,282	78,995
Durable goods, total . . . . .	2,107	2,078	2,574	2,767	2,861	2,975	2,875	2,922	2,771	2,855	2,787	3,262	32,834
Nondurable goods, total . . . . .	3,332	3,184	3,618	3,788	3,885	3,821	3,899	3,863	3,759	3,960	4,032	5,020	46,161
Dept. stores (excl. leased depts.) . . . . .	689	646	773	822	872	860	860	891	860	915	1,035	1,502	10,725
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	696	660	788	836	885	872	871	902	874	932	1,053	1,529	10,898
GAF, total <sup>2</sup> . . . . .	1,479	1,396	1,646	1,740	1,799	1,805	1,814	1,889	1,853	1,908	2,204	3,334	22,867
<b>Minnesota, total</b> . . . . .	2,792	2,668	3,152	3,166	3,267	3,378	3,429	3,355	3,331	3,443	3,424	4,026	39,431
Nondurable goods, total . . . . .	1,863	1,749	1,998	2,012	2,124	2,122	2,207	2,144	2,127	2,191	2,189	2,674	25,400
Dept. stores (excl. leased depts.) . . . . .	243	235	293	304	322	318	312	357	343	369	408	606	4,110
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	249	240	299	310	327	324	318	363	350	376	416	616	4,188
GAF, total <sup>2</sup> . . . . .	617	607	740	757	802	837	828	904	883	898	1,017	1,472	10,362
<b>Missouri, total</b> . . . . .	3,204	3,069	3,719	3,750	3,812	3,854	3,688	3,702	3,696	3,766	3,818	4,654	44,732
Nondurable goods, total . . . . .	1,966	1,898	2,154	2,196	2,228	2,197	2,179	2,223	2,186	2,293	2,382	2,923	26,825
Dept. stores (excl. leased depts.) . . . . .	312	315	381	399	434	408	406	443	425	467	534	766	5,290
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	314	317	384	403	437	411	409	448	430	470	540	773	5,336
GAF, total <sup>2</sup> . . . . .	749	736	844	887	951	912	905	971	923	976	1,148	1,788	11,790
<b>New Jersey, total</b> . . . . .	4,844	4,453	5,035	5,475	5,585	5,831	5,744	5,815	5,639	5,643	5,832	7,262	67,158
Nondurable goods, total . . . . .	3,028	2,853	3,170	3,313	3,428	3,564	3,486	3,506	3,472	3,527	3,681	4,679	41,707
Dept. stores (excl. leased depts.) . . . . .	271	283	338	397	427	404	365	400	417	446	568	899	5,215
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	280	292	347	410	440	415	374	410	429	457	581	916	5,351
GAF, total <sup>2</sup> . . . . .	1,115	1,073	1,212	1,422	1,475	1,450	1,415	1,473	1,497	1,517	1,731	2,701	18,081
<b>New York, total</b> . . . . .	9,102	8,458	9,563	10,268	10,655	10,843	10,911	10,981	10,636	10,875	11,111	13,579	126,982
Durable goods, total . . . . .	2,798	2,605	3,213	3,724	3,853	4,116	4,082	4,087	3,803	3,795	3,787	4,518	44,381
Nondurable goods, total . . . . .	6,304	5,853	6,350	6,544	6,802	6,727	6,829	6,894	6,833	7,080	7,324	9,061	82,601
Dept. stores (excl. leased depts.) . . . . .	517	540	638	733	794	754	696	764	789	841	1,034	1,594	9,694
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	532	556	658	756	818	774	715	783	812	863	1,061	1,632	9,960
GAF, total <sup>2</sup> . . . . .	2,205	2,084	2,409	2,700	2,822	2,881	2,884	2,973	2,996	3,045	3,480	5,414	35,893
<b>North Carolina, total</b> . . . . .	3,783	3,860	4,268	4,543	4,745	4,706	4,777	4,641	4,506	4,607	4,761	5,714	54,911
Nondurable goods, total . . . . .	2,371	2,365	2,607	2,713	2,782	2,728	2,855	2,826	2,690	2,825	2,893	3,546	33,201
Dept. stores (excl. leased depts.) . . . . .	312	322	365	415	428	408	421	439	402	460	544	833	5,349
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	317	328	371	423	436	415	423	446	409	467	552	846	5,438
GAF, total <sup>2</sup> . . . . .	855	888	991	1,094	1,131	1,103	1,114	1,133	1,084	1,183	1,408	2,187	14,171
<b>Ohio, total</b> . . . . .	6,389	6,224	7,374	7,742	8,043	7,861	7,995	7,912	7,503	7,730	7,809	9,523	92,105
Nondurable goods, total . . . . .	4,297	4,029	4,640	4,870	5,110	4,896	5,043	5,035	4,837	5,084	5,170	6,353	59,364
Dept. stores (excl. leased depts.) . . . . .	536	535	672	725	771	733	733	791	766	838	1,012	1,501	9,613
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	553	551	691	747	793	753	753	813	787	859	1,038	1,536	9,874
GAF, total <sup>2</sup> . . . . .	1,391	1,365	1,638	1,731	1,809	1,799	1,813	1,898	1,852	1,935	2,327	3,644	23,202

See footnotes on next page.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	6,818	6,671	7,417	7,963	8,196	8,179	8,203	8,118	7,850	8,135	8,456	10,057	96,063
Durable goods, total .....	2,307	2,317	2,617	2,987	3,085	3,227	3,211	3,138	2,897	2,916	2,979	3,371	35,052
Nondurable goods, total .....	4,511	4,354	4,800	4,976	5,111	4,952	4,992	4,980	4,953	5,219	5,477	6,686	61,011
Dept. stores (excl. leased depts.) .....	468	468	582	669	715	653	638	680	687	765	1,013	1,452	8,790
Dept. stores (incl. leased depts.) <sup>1</sup> .....	486	488	604	694	741	677	662	706	713	791	1,046	1,491	9,099
GAF, total <sup>2</sup> .....	1,450	1,393	1,602	1,829	1,879	1,784	1,790	1,884	1,840	1,975	2,447	3,594	23,467
<b>Tennessee, total</b> .....	2,849	2,911	3,212	3,374	3,591	3,468	3,624	3,575	3,406	3,564	3,728	4,329	41,631
Nondurable goods, total .....	1,742	1,788	1,921	2,013	2,147	2,036	2,126	2,142	2,015	2,156	2,237	2,690	25,013
Dept. stores (excl. leased depts.) .....	268	279	318	348	366	345	354	374	351	397	481	685	4,566
Dept. stores (incl. leased depts.) <sup>1</sup> .....	273	285	324	353	372	351	358	379	357	402	487	694	4,635
GAF, total <sup>2</sup> .....	705	721	792	848	861	826	852	896	860	959	1,190	1,692	11,202
<b>Texas, total</b> .....	10,225	10,191	11,642	11,772	12,129	11,929	12,352	12,117	11,464	11,724	11,962	14,792	142,299
Durable goods, total .....	3,753	3,900	4,616	4,672	4,820	4,896	4,947	4,815	4,580	4,466	4,519	5,537	55,521
Nondurable goods, total .....	6,472	6,291	7,026	7,100	7,309	7,033	7,405	7,302	6,884	7,258	7,443	9,255	86,778
Dept. stores (excl. leased depts.) .....	981	1,012	1,172	1,186	1,256	1,202	1,269	1,326	1,153	1,312	1,479	2,307	15,655
Dept. stores (incl. leased depts.) <sup>1</sup> .....	996	1,028	1,191	1,206	1,276	1,221	1,287	1,345	1,170	1,328	1,497	2,335	15,880
GAF, total <sup>2</sup> .....	2,563	2,542	2,957	3,105	3,210	3,052	3,213	3,334	3,013	3,258	3,711	5,741	39,699
<b>Virginia, total</b> .....	4,039	4,018	4,434	4,737	4,989	4,929	4,978	4,883	4,769	4,993	5,150	6,045	57,964
Nondurable goods, total .....	2,646	2,562	2,821	2,976	3,072	3,005	3,099	3,042	2,981	3,200	3,335	4,065	36,804
Dept. stores (excl. leased depts.) .....	258	270	313	355	366	343	343	367	364	397	481	732	4,589
Dept. stores (incl. leased depts.) <sup>1</sup> .....	265	277	320	363	374	350	351	375	372	405	491	747	4,690
GAF, total <sup>2</sup> .....	891	881	1,004	1,089	1,157	1,127	1,128	1,206	1,180	1,242	1,506	2,226	14,637
<b>Wisconsin, total</b> .....	2,729	2,681	3,207	3,342	3,462	3,467	3,509	3,573	3,472	3,647	3,988	4,713	41,790
Durable goods, total .....	1,002	1,023	1,347	1,469	1,444	1,513	1,493	1,476	1,451	1,491	1,485	1,685	16,879
Nondurable goods, total .....	1,727	1,658	1,860	1,873	2,018	1,954	2,016	2,097	2,021	2,156	2,503	3,028	24,911
Dept. stores (excl. leased depts.) .....	245	246	297	324	339	320	319	361	337	373	446	642	4,249
Dept. stores (incl. leased depts.) <sup>1</sup> .....	250	251	303	330	346	327	326	368	344	380	455	655	4,335
GAF, total <sup>2</sup> .....	591	574	683	724	754	748	741	798	788	851	995	1,471	9,718

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 10. **Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1992												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
California, total . . . . .	17,726	17,446	18,724	19,057	19,543	19,350	19,678	19,330	18,512	19,413	19,208	23,469	231,456
Durable goods, total . . . . .	6,538	6,519	7,184	7,331	7,273	7,607	7,591	7,171	7,028	7,388	6,938	8,321	86,889
Nondurable goods, total . . . . .	11,188	10,927	11,540	11,726	12,270	11,743	12,087	12,159	11,484	12,025	12,270	15,148	144,567
Dept. stores (excl. leased depts.) . . . . .	1,122	1,201	1,375	1,378	1,506	1,411	1,440	1,538	1,392	1,494	1,846	3,003	18,706
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,156	1,243	1,419	1,421	1,555	1,456	1,482	1,586	1,442	1,545	1,903	3,084	19,292
GAF, total <sup>2</sup> . . . . .	4,449	4,498	4,873	4,903	5,184	5,112	5,134	5,338	5,010	5,303	6,076	9,442	65,322
Florida, total . . . . .	8,887	9,462	9,979	9,602	9,708	9,546	9,509	9,151	9,369	10,096	10,349	12,974	118,632
Durable goods, total . . . . .	3,592	4,066	4,228	3,959	4,076	4,262	4,129	3,672	4,148	4,444	4,352	5,153	50,081
Nondurable goods, total . . . . .	5,295	5,396	5,751	5,643	5,632	5,284	5,380	5,479	5,221	5,652	5,997	7,821	68,551
Dept. stores (excl. leased depts.) . . . . .	672	728	814	783	772	732	740	806	748	844	1,023	1,583	10,245
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	689	744	836	800	787	748	753	820	764	863	1,043	1,610	10,457
GAF, total <sup>2</sup> . . . . .	2,091	2,203	2,408	2,442	2,439	2,305	2,396	2,508	2,395	2,649	3,122	5,012	31,970
Illinois, total . . . . .	6,871	6,769	7,328	7,568	8,112	7,860	7,575	7,655	7,458	8,084	7,927	9,602	92,809
Nondurable goods, total . . . . .	4,581	4,447	4,778	4,791	5,049	4,760	4,678	4,850	4,605	5,088	5,292	6,470	59,389
Dept. stores (excl. leased depts.) . . . . .	485	533	636	642	709	652	619	714	642	768	907	1,346	8,653
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	501	552	656	661	728	672	637	735	661	794	935	1,388	8,920
GAF, total <sup>2</sup> . . . . .	1,391	1,479	1,678	1,749	1,899	1,820	1,710	1,935	1,811	2,041	2,328	3,592	23,433
Indiana, total . . . . .	2,932	3,095	3,216	3,291	3,482	3,436	3,472	3,610	3,398	3,681	3,640	4,366	41,619
Nondurable goods, total . . . . .	2,122	2,107	2,218	2,182	2,309	2,219	2,287	2,412	2,245	2,462	2,520	3,044	28,127
Dept. stores (excl. leased depts.) . . . . .	276	305	346	362	389	363	362	411	358	420	508	762	4,862
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	281	311	353	369	395	370	369	419	366	428	517	776	4,954
GAF, total <sup>2</sup> . . . . .	619	662	739	786	810	818	819	916	828	938	1,093	1,658	10,686
Louisiana, total . . . . .	2,215	2,243	2,396	2,503	2,598	2,530	2,635	2,554	2,433	2,578	2,505	3,040	30,230
Nondurable goods, total . . . . .	1,586	1,610	1,653	1,695	1,762	1,645	1,713	1,773	1,643	1,784	1,831	2,214	20,909
Dept. stores (excl. leased depts.) . . . . .	210	233	261	269	275	259	262	278	252	285	344	484	3,412
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	213	238	266	273	278	263	265	281	255	288	348	490	3,458
GAF, total <sup>2</sup> . . . . .	502	540	616	657	659	668	670	675	622	676	752	1,142	8,179
Maryland, total . . . . .	2,690	2,737	2,970	3,050	3,240	3,205	3,133	3,200	3,177	3,208	3,221	4,081	37,912
Nondurable goods, total . . . . .	1,699	1,676	1,763	1,826	1,894	1,832	1,852	1,914	1,882	2,020	2,035	2,596	22,989
Dept. stores (excl. leased depts.) . . . . .	173	193	220	244	257	237	222	250	241	264	328	518	3,147
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	176	198	228	253	265	244	229	258	248	272	337	530	3,238
GAF, total <sup>2</sup> . . . . .	662	683	741	795	829	808	775	845	807	848	1,004	1,598	10,395
Massachusetts, total . . . . .	3,424	3,422	3,669	3,703	3,906	3,872	3,774	3,737	3,733	3,929	3,966	4,880	46,015
Nondurable goods, total . . . . .	2,408	2,402	2,606	2,597	2,756	2,639	2,522	2,611	2,600	2,764	2,913	3,591	32,409
Dept. stores (excl. leased depts.) . . . . .	193	207	248	275	298	282	245	288	287	311	378	595	3,607
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	201	216	259	286	308	292	252	300	298	324	390	616	3,742
GAF, total <sup>2</sup> . . . . .	833	820	875	947	1,005	956	875	1,023	1,028	1,076	1,259	1,938	12,635
Michigan, total . . . . .	4,958	5,133	5,609	6,024	6,254	6,344	6,288	6,379	6,301	6,597	6,384	7,638	73,909
Durable goods, total . . . . .	1,864	2,067	2,292	2,557	2,583	2,701	2,613	2,612	2,712	2,675	2,460	2,840	29,976
Nondurable goods, total . . . . .	3,094	3,066	3,317	3,467	3,671	3,643	3,675	3,767	3,589	3,922	3,924	4,798	43,933
Dept. stores (excl. leased depts.) . . . . .	621	646	732	777	842	805	785	865	798	902	1,031	1,432	10,236
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	629	653	746	790	858	819	798	877	812	918	1,048	1,454	10,402
GAF, total <sup>2</sup> . . . . .	1,360	1,393	1,536	1,639	1,753	1,720	1,690	1,847	1,731	1,846	2,081	3,208	21,804
Minnesota, total . . . . .	2,513	2,413	2,635	2,791	3,086	3,039	3,156	3,053	3,016	3,195	3,162	3,822	35,881
Nondurable goods, total . . . . .	1,736	1,669	1,795	1,881	2,004	1,928	2,014	2,047	1,972	2,128	2,100	2,578	23,852
Dept. stores (excl. leased depts.) . . . . .	224	231	279	280	303	291	276	333	304	346	384	563	3,814
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	230	238	286	287	310	298	282	341	311	354	392	574	3,903
GAF, total <sup>2</sup> . . . . .	550	568	682	695	746	738	740	840	794	844	945	1,352	9,494
Missouri, total . . . . .	3,100	2,980	3,247	3,402	3,654	3,540	3,530	3,466	3,480	3,641	3,536	4,292	41,868
Nondurable goods, total . . . . .	1,854	1,817	1,931	1,982	2,102	2,052	2,084	2,135	2,085	2,265	2,253	2,752	25,312
Dept. stores (excl. leased depts.) . . . . .	292	317	363	381	411	375	369	409	367	407	486	700	4,877
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	295	322	365	384	414	378	372	412	369	412	491	706	4,920
GAF, total <sup>2</sup> . . . . .	704	707	792	841	918	854	820	907	841	915	1,068	1,668	11,035
New Jersey, total . . . . .	4,896	4,911	5,167	5,334	5,583	5,697	5,576	5,556	5,364	5,478	5,466	7,145	66,173
Nondurable goods, total . . . . .	3,054	2,983	3,191	3,335	3,482	3,533	3,445	3,547	3,396	3,535	3,604	4,674	41,779
Dept. stores (excl. leased depts.) . . . . .	259	286	340	383	416	390	348	386	388	427	535	854	5,012
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	267	294	350	394	426	400	358	395	398	439	547	873	5,141
GAF, total <sup>2</sup> . . . . .	1,075	1,129	1,222	1,335	1,398	1,347	1,263	1,374	1,356	1,428	1,614	2,640	17,181
New York, total . . . . .	8,829	8,722	9,378	9,835	10,342	10,429	10,386	10,477	9,925	10,511	10,341	12,894	122,069
Durable goods, total . . . . .	2,830	2,929	3,252	3,456	3,691	3,823	3,571	3,446	3,298	3,429	3,197	4,038	40,960
Nondurable goods, total . . . . .	5,999	5,793	6,126	6,379	6,651	6,606	6,815	7,031	6,627	7,082	7,144	8,856	81,109
Dept. stores (excl. leased depts.) . . . . .	501	565	648	705	773	718	636	741	728	804	964	1,501	9,284
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	515	586	667	729	798	738	655	762	753	830	995	1,538	9,566
GAF, total <sup>2</sup> . . . . .	2,222	2,285	2,426	2,662	2,780	2,822	2,739	3,011	2,915	3,017	3,284	5,239	35,402
North Carolina, total . . . . .	3,660	3,546	3,933	4,135	4,261	4,318	4,389	4,373	4,177	4,241	4,228	5,318	50,579
Nondurable goods, total . . . . .	2,221	2,262	2,422	2,519	2,574	2,519	2,639	2,693	2,518	2,721	2,701	3,381	31,170
Dept. stores (excl. leased depts.) . . . . .	275	307	342	375	374	356	356	397	356	405	493	739	4,775
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	280	313	348	382	381	363	362	405	362	412	501	752	4,861
GAF, total <sup>2</sup> . . . . .	832	823	950	1,009	1,004	994	1,003	1,081	1,002	1,091	1,278	2,015	13,082
Ohio, total . . . . .	5,552	5,761	6,256	6,537	6,699	6,597	6,744	7,013	6,823	7,457	7,242	8,849	81,530
Nondurable goods, total . . . . .	3,793	3,902	4,191	4,278	4,545	4,326	4,412	4,602	4,421	4,838	4,917	6,096	54,321
Dept. stores (excl. leased depts.) . . . . .	487	542	629	677	704	656	640	741	666	770	921	1,382	8,815
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	504	562	651	703	727	678	663	767	690	795	950	1,423	9,113
GAF, total <sup>2</sup> . . . . .	1,266	1,353	1,511	1,622	1,656	1,606	1,599	1,784	1,641	1,821	2,096	3,289	21,244

See footnotes on next page.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1992												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Pennsylvania, total</b> . . . . .	<b>6,398</b>	<b>6,672</b>	<b>7,186</b>	<b>7,457</b>	<b>7,680</b>	<b>7,761</b>	<b>7,824</b>	<b>7,846</b>	<b>7,533</b>	<b>7,970</b>	<b>7,882</b>	<b>9,378</b>	<b>91,587</b>
Durable goods, total . . . . .	2,142	2,313	2,577	2,702	2,710	2,913	2,916	2,849	2,728	2,791	2,463	2,864	31,968
Nondurable goods, total . . . . .	4,256	4,359	4,609	4,755	4,970	4,848	4,908	4,997	4,805	5,179	5,419	6,514	59,619
Dept. stores (excl. leased depts.) . . . . .	430	476	564	637	669	604	573	666	629	712	945	1,352	8,257
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	452	498	589	665	696	629	597	692	654	738	976	1,393	8,579
GAF, total <sup>2</sup> . . . . .	1,335	1,421	1,580	1,748	1,770	1,668	1,627	1,805	1,707	1,886	2,262	3,343	22,152
<b>Tennessee, total</b> . . . . .	<b>2,621</b>	<b>2,730</b>	<b>2,922</b>	<b>2,983</b>	<b>3,153</b>	<b>3,081</b>	<b>3,197</b>	<b>3,242</b>	<b>3,131</b>	<b>3,384</b>	<b>3,410</b>	<b>4,010</b>	<b>37,864</b>
Durable goods, total . . . . .	1,646	1,667	1,737	1,802	1,909	1,811	1,920	2,005	1,875	2,069	2,128	2,555	23,124
Dept. stores (excl. leased depts.) . . . . .	241	268	306	317	327	305	306	342	307	361	436	622	4,138
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	246	273	312	323	333	311	311	348	313	367	444	632	4,213
GAF, total <sup>2</sup> . . . . .	623	674	743	741	781	745	769	827	762	861	1,038	1,523	10,087
<b>Texas, total</b> . . . . .	<b>9,934</b>	<b>10,083</b>	<b>11,035</b>	<b>11,065</b>	<b>11,554</b>	<b>11,536</b>	<b>11,795</b>	<b>11,821</b>	<b>11,093</b>	<b>11,449</b>	<b>11,309</b>	<b>13,860</b>	<b>136,534</b>
Durable goods, total . . . . .	3,622	3,759	4,208	4,266	4,418	4,541	4,580	4,417	4,271	4,260	3,962	4,809	51,113
Nondurable goods, total . . . . .	6,312	6,324	6,827	6,799	7,136	6,995	7,215	7,404	6,822	7,189	7,347	9,051	85,421
Dept. stores (excl. leased depts.) . . . . .	890	982	1,109	1,117	1,161	1,103	1,131	1,262	1,041	1,161	1,419	2,144	14,520
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	908	998	1,126	1,138	1,182	1,119	1,149	1,278	1,059	1,180	1,437	2,175	14,749
GAF, total <sup>2</sup> . . . . .	2,426	2,518	2,744	2,820	2,940	2,762	2,832	3,113	2,725	2,963	3,420	5,273	36,536
<b>Virginia, total</b> . . . . .	<b>3,749</b>	<b>3,830</b>	<b>4,185</b>	<b>4,360</b>	<b>4,567</b>	<b>4,458</b>	<b>4,498</b>	<b>4,485</b>	<b>4,320</b>	<b>4,523</b>	<b>4,499</b>	<b>5,512</b>	<b>52,986</b>
Durable goods, total . . . . .	2,419	2,454	2,682	2,807	2,939	2,824	2,895	2,912	2,830	3,062	3,051	3,807	34,682
Dept. stores (excl. leased depts.) . . . . .	226	252	290	327	332	315	308	351	336	370	451	684	4,242
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	231	259	297	336	340	322	315	358	344	378	461	697	4,338
GAF, total <sup>2</sup> . . . . .	786	861	965	1,016	1,073	1,043	1,032	1,135	1,071	1,129	1,342	2,024	13,477
<b>Wisconsin, total</b> . . . . .	<b>3,094</b>	<b>2,953</b>	<b>3,073</b>	<b>3,194</b>	<b>3,350</b>	<b>3,303</b>	<b>3,308</b>	<b>3,368</b>	<b>3,198</b>	<b>3,338</b>	<b>3,458</b>	<b>4,010</b>	<b>39,647</b>
Durable goods, total . . . . .	1,300	1,221	1,305	1,372	1,363	1,413	1,386	1,324	1,301	1,234	1,155	1,285	15,659
Nondurable goods, total . . . . .	1,794	1,732	1,768	1,822	1,987	1,890	1,922	2,044	1,897	2,104	2,303	2,725	23,988
Dept. stores (excl. leased depts.) . . . . .	220	232	281	298	324	295	289	343	299	352	435	605	3,973
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	224	238	288	305	331	302	295	351	305	360	445	618	4,062
GAF, total <sup>2</sup> . . . . .	541	562	679	713	753	720	700	773	716	796	928	1,360	9,241

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1991												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>California, total</b> . . . . .	<b>17,569</b>	<b>16,795</b>	<b>18,928</b>	<b>19,108</b>	<b>19,914</b>	<b>19,371</b>	<b>19,660</b>	<b>19,787</b>	<b>18,562</b>	<b>19,086</b>	<b>19,496</b>	<b>22,730</b>	<b>231,006</b>
Durable goods, total . . . . .	6,304	6,260	6,940	7,391	7,399	7,044	7,249	7,006	7,031	7,017	6,874	7,736	84,251
Nondurable goods, total . . . . .	11,265	10,535	11,988	11,717	12,515	12,327	12,411	12,781	11,531	12,069	12,622	14,994	146,755
Dept. stores (excl. leased depts.) . . . . .	1,066	1,091	1,382	1,334	1,452	1,414	1,396	1,563	1,330	1,449	1,819	2,832	18,128
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,102	1,134	1,430	1,380	1,503	1,461	1,438	1,614	1,376	1,496	1,870	2,907	18,711
GAF, total <sup>2</sup> . . . . .	4,291	4,209	5,021	4,831	5,312	5,279	5,077	5,521	4,851	5,184	6,079	8,952	64,607
<b>Florida, total</b> . . . . .	<b>8,900</b>	<b>8,716</b>	<b>9,942</b>	<b>9,325</b>	<b>9,683</b>	<b>9,337</b>	<b>9,545</b>	<b>9,540</b>	<b>8,886</b>	<b>9,348</b>	<b>9,417</b>	<b>11,057</b>	<b>113,696</b>
Durable goods, total . . . . .	3,650	3,488	4,087	3,855	4,150	4,178	4,335	4,027	4,043	4,050	3,582	4,235	47,680
Nondurable goods, total . . . . .	5,250	5,228	5,855	5,470	5,533	5,159	5,210	5,513	4,843	5,298	5,835	6,822	66,016
Dept. stores (excl. leased depts.) . . . . .	605	629	779	724	709	673	672	755	616	713	910	1,367	9,152
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	624	652	808	752	730	690	693	782	630	733	936	1,396	9,426
GAF, total <sup>2</sup> . . . . .	1,894	1,967	2,296	2,124	2,191	2,039	2,048	2,284	1,982	2,155	2,605	3,946	27,531
<b>Illinois, total</b> . . . . .	<b>6,563</b>	<b>6,420</b>	<b>7,482</b>	<b>7,680</b>	<b>8,102</b>	<b>7,763</b>	<b>7,702</b>	<b>7,849</b>	<b>7,269</b>	<b>7,658</b>	<b>7,874</b>	<b>8,932</b>	<b>91,294</b>
Nondurable goods, total . . . . .	4,434	4,217	5,004	4,863	5,222	5,038	4,951	5,142	4,778	5,175	5,464	6,318	60,606
Dept. stores (excl. leased depts.) . . . . .	432	454	612	593	659	610	555	650	591	676	848	1,215	7,895
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	447	473	635	615	683	630	572	673	611	698	875	1,255	8,167
GAF, total <sup>2</sup> . . . . .	1,284	1,301	1,656	1,628	1,772	1,684	1,618	1,783	1,591	1,731	2,061	2,954	21,063
<b>Indiana, total</b> . . . . .	<b>2,754</b>	<b>2,762</b>	<b>3,181</b>	<b>3,232</b>	<b>3,447</b>	<b>3,377</b>	<b>3,347</b>	<b>3,506</b>	<b>3,127</b>	<b>3,304</b>	<b>3,366</b>	<b>3,916</b>	<b>39,319</b>
Nondurable goods, total . . . . .	1,971	1,876	2,222	2,217	2,404	2,310	2,312	2,511	2,210	2,395	2,448	2,910	27,786
Dept. stores (excl. leased depts.) . . . . .	237	249	326	323	356	336	318	374	320	377	476	684	4,376
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	243	256	334	330	364	343	324	382	326	384	484	697	4,467
GAF, total <sup>2</sup> . . . . .	546	554	700	680	742	703	680	800	663	748	956	1,468	9,240
<b>Louisiana, total</b> . . . . .	<b>2,133</b>	<b>2,056</b>	<b>2,356</b>	<b>2,410</b>	<b>2,589</b>	<b>2,462</b>	<b>2,442</b>	<b>2,526</b>	<b>2,220</b>	<b>2,332</b>	<b>2,406</b>	<b>2,837</b>	<b>28,769</b>
Nondurable goods, total . . . . .	1,600	1,537	1,728	1,660	1,786	1,677	1,694	1,792	1,579	1,685	1,773	2,108	20,619
Dept. stores (excl. leased depts.) . . . . .	189	201	271	243	262	251	244	277	227	254	319	448	3,186
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	191	203	275	247	266	254	247	282	231	259	323	455	3,233
GAF, total <sup>2</sup> . . . . .	438	456	581	553	594	555	550	626	511	590	689	1,029	7,172
<b>Maryland, total</b> . . . . .	<b>2,718</b>	<b>2,673</b>	<b>3,098</b>	<b>3,049</b>	<b>3,574</b>	<b>3,308</b>	<b>3,144</b>	<b>3,320</b>	<b>2,957</b>	<b>3,013</b>	<b>3,165</b>	<b>3,777</b>	<b>37,796</b>
Nondurable goods, total . . . . .	1,765	1,677	1,964	1,849	2,088	2,029	1,933	2,053	1,824	1,860	2,006	2,387	23,435
Dept. stores (excl. leased depts.) . . . . .	158	178	233	238	267	232	214	250	231	244	322	493	3,060
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	164	184	240	244	274	237	219	257	237	250	328	502	3,136
GAF, total <sup>2</sup> . . . . .	605	622	778	764	862	775	743	839	782	783	968	1,530	10,051
<b>Massachusetts, total</b> . . . . .	<b>3,092</b>	<b>3,083</b>	<b>3,508</b>	<b>3,429</b>	<b>3,846</b>	<b>3,869</b>	<b>3,684</b>	<b>3,880</b>	<b>3,932</b>	<b>3,787</b>	<b>4,026</b>	<b>4,721</b>	<b>44,857</b>
Nondurable goods, total . . . . .	2,253	2,183	2,545	2,432	2,739	2,658	2,536	2,747	2,575	2,591	2,827	3,389	31,475
Dept. stores (excl. leased depts.) . . . . .	174	197	253	266	297	268	242	297	269	286	369	558	3,476
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	182	208	266	278	309	278	251	309	279	298	382	579	3,619
GAF, total <sup>2</sup> . . . . .	746	741	908	916	1,003	945	894	1,028	992	984	1,239	1,855	12,251
<b>Michigan, total</b> . . . . .	<b>4,921</b>	<b>4,751</b>	<b>5,634</b>	<b>5,794</b>	<b>6,357</b>	<b>6,040</b>	<b>6,018</b>	<b>6,214</b>	<b>5,545</b>	<b>5,913</b>	<b>5,859</b>	<b>6,687</b>	<b>69,733</b>
Durable goods, total . . . . .	1,844	1,916	2,314	2,517	2,725	2,638	2,543	2,535	2,225	2,389	2,216	2,359	18,121
Nondurable goods, total . . . . .	3,077	2,835	3,320	3,277	3,632	3,502	3,475	3,679	3,320	3,524	3,643	4,328	41,612
Dept. stores (excl. leased depts.) . . . . .	597	561	721	702	790	757	706	794	725	803	946	1,263	9,365
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	606	574	739	716	802	768	720	808	736	819	963	1,285	9,536
GAF, total <sup>2</sup> . . . . .	1,341	1,279	1,601	1,545	1,709	1,623	1,549	1,725	1,536	1,668	1,951	2,749	20,276
<b>Minnesota, total</b> . . . . .	<b>2,350</b>	<b>2,189</b>	<b>2,649</b>	<b>2,601</b>	<b>2,811</b>	<b>2,811</b>	<b>2,710</b>	<b>2,824</b>	<b>2,666</b>	<b>2,761</b>	<b>2,765</b>	<b>3,322</b>	<b>32,459</b>
Nondurable goods, total . . . . .	1,690	1,572	1,830	1,754	1,934	1,911	1,860	1,980	1,829	1,903	1,975	2,367	22,605
Dept. stores (excl. leased depts.) . . . . .	195	192	262	261	278	271	260	314	274	305	342	514	3,468
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	200	198	270	268	285	278	267	321	281	312	351	526	3,557
GAF, total <sup>2</sup> . . . . .	521	501	632	618	674	656	638	726	652	701	783	1,141	8,243
<b>Missouri, total</b> . . . . .	<b>2,983</b>	<b>2,912</b>	<b>3,475</b>	<b>3,489</b>	<b>3,757</b>	<b>3,617</b>	<b>3,587</b>	<b>3,566</b>	<b>3,278</b>	<b>3,390</b>	<b>3,269</b>	<b>3,798</b>	<b>41,121</b>
Nondurable goods, total . . . . .	1,830	1,746	2,049	2,048	2,203	2,128	2,119	2,165	1,973	2,096	2,070	2,459	24,886
Dept. stores (excl. leased depts.) . . . . .	261	279	360	350	383	360	338	390	339	371	462	644	4,537
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	266	285	367	356	389	366	344	399	345	378	468	654	4,617
GAF, total <sup>2</sup> . . . . .	637	650	804	800	920	843	832	910	799	888	951	1,383	10,417
<b>New Jersey, total</b> . . . . .	<b>4,635</b>	<b>4,522</b>	<b>5,222</b>	<b>5,225</b>	<b>5,719</b>	<b>5,450</b>	<b>5,529</b>	<b>5,722</b>	<b>5,255</b>	<b>5,435</b>	<b>5,796</b>	<b>6,666</b>	<b>65,176</b>
Nondurable goods, total . . . . .	3,008	2,809	3,252	3,130	3,426	3,325	3,354	3,560	3,245	3,290	3,554	4,273	40,226
Dept. stores (excl. leased depts.) . . . . .	239	264	348	358	412	378	336	396	372	398	523	803	4,827
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	246	273	360	369	423	387	344	407	381	408	535	819	4,952
GAF, total <sup>2</sup> . . . . .	1,009	1,043	1,284	1,284	1,467	1,349	1,304	1,461	1,352	1,369	1,667	2,366	16,955
<b>New York, total</b> . . . . .	<b>8,729</b>	<b>8,557</b>	<b>9,880</b>	<b>9,732</b>	<b>10,499</b>	<b>10,246</b>	<b>10,077</b>	<b>10,287</b>	<b>9,564</b>	<b>9,798</b>	<b>10,093</b>	<b>11,847</b>	<b>119,309</b>
Durable goods, total . . . . .	2,895	3,062	3,619	3,641	3,920	3,809	3,754	3,622	3,313	3,342	3,281	3,779	42,037
Nondurable goods, total . . . . .	5,834	5,495	6,261	6,091	6,579	6,437	6,323	6,665	6,251	6,456	6,812	8,068	77,272
Dept. stores (excl. leased depts.) . . . . .	454	504	660	680	781	712	637	756	718	771	981	1,446	9,100
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	472	519	682	703	804	733	655	776	740	795	1,005	1,480	9,364
GAF, total <sup>2</sup> . . . . .	2,207	2,198	2,670	2,709	2,933	2,782	2,632	2,926	2,818	2,851	3,294	4,791	34,811
<b>North Carolina, total</b> . . . . .	<b>3,402</b>	<b>3,352</b>	<b>3,810</b>	<b>3,927</b>	<b>4,281</b>	<b>3,913</b>	<b>4,097</b>	<b>4,275</b>	<b>3,790</b>	<b>4,002</b>	<b>4,148</b>	<b>4,781</b>	<b>47,778</b>
Nondurable goods, total . . . . .	2,143	2,080	2,421	2,336	2,570	2,447	2,490	2,650	2,323	2,461	2,603	3,098	29,622
Dept. stores (excl. leased depts.) . . . . .	236	253	334	331	344	335	322	370	315	345	447	647	4,279
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	242	260	343	340	351	341	327	378	322	351	454	659	4,368
GAF, total <sup>2</sup> . . . . .	721	762	972	965	1,047	980	1,045	1,145	963	1,048	1,264	1,848	12,760
<b>Ohio, total</b> . . . . .	<b>5,033</b>	<b>5,042</b>	<b>6,106</b>	<b>6,089</b>	<b>6,728</b>	<b>6,477</b>	<b>6,386</b>	<b>6,673</b>	<b>6,102</b>	<b>6,445</b>	<b>6,538</b>	<b>7,566</b>	<b>75,185</b>
Nondurable goods, total . . . . .	3,576	3,501	4,059	4,024	4,454	4,195	4,149	4,479	4,078	4,329	4,565	5,265	50,674
Dept. stores (excl. leased depts.) . . . . .	407	428	590	587	659	597	564	690	596	681	848	1,257	7,904
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	426	448	617	612	686	621	585	717	618	704	877	1,297	8,208
GAF, total <sup>2</sup> . . . . .	1,097	1,106	1,466	1,428	1,592	1,483	1,473	1,675	1,447	1,605	1,922	2,926	19,220

See footnotes on next page.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1991												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,040</b>	<b>6,034</b>	<b>7,070</b>	<b>7,019</b>	<b>7,663</b>	<b>7,317</b>	<b>7,250</b>	<b>7,603</b>	<b>7,177</b>	<b>7,333</b>	<b>7,641</b>	<b>8,583</b>	<b>86,730</b>
Durable goods, total . . . . .	1,806	1,932	2,291	2,425	2,533	2,571	2,577	2,572	2,515	2,419	2,316	2,532	28,489
Nondurable goods, total . . . . .	4,234	4,102	4,779	4,594	5,130	4,746	4,673	5,031	4,662	4,914	5,325	6,051	58,241
Dept. stores (excl. leased depts.) . . . . .	389	424	592	600	671	580	535	641	579	640	908	1,262	7,821
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	410	446	622	627	701	606	560	671	602	666	944	1,305	8,160
GAF, total <sup>2</sup> . . . . .	1,205	1,238	1,616	1,561	1,743	1,564	1,497	1,742	1,590	1,728	2,199	3,169	20,852
<b>Tennessee, total</b> . . . . .	<b>2,262</b>	<b>2,330</b>	<b>2,730</b>	<b>2,678</b>	<b>2,972</b>	<b>2,809</b>	<b>2,835</b>	<b>2,973</b>	<b>2,658</b>	<b>2,856</b>	<b>2,900</b>	<b>3,329</b>	<b>33,332</b>
Nondurable goods, total . . . . .	1,513	1,484	1,741	1,670	1,805	1,718	1,749	1,870	1,668	1,797	1,938	2,215	21,168
Dept. stores (excl. leased depts.) . . . . .	210	220	301	288	306	291	279	324	283	309	404	567	3,782
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	214	224	305	292	311	294	282	327	286	314	410	575	3,834
GAF, total <sup>2</sup> . . . . .	547	575	714	700	746	701	725	807	706	797	932	1,343	9,293
<b>Texas, total</b> . . . . .	<b>8,982</b>	<b>9,013</b>	<b>10,538</b>	<b>10,114</b>	<b>11,077</b>	<b>10,302</b>	<b>10,569</b>	<b>11,039</b>	<b>9,837</b>	<b>10,489</b>	<b>10,779</b>	<b>12,816</b>	<b>125,555</b>
Durable goods, total . . . . .	3,004	3,179	3,781	3,704	4,135	3,754	3,987	4,004	3,564	3,911	3,661	4,166	44,850
Nondurable goods, total . . . . .	5,978	5,834	6,757	6,410	6,942	6,548	6,582	7,035	6,273	6,578	7,118	8,650	80,705
Dept. stores (excl. leased depts.) . . . . .	815	863	1,124	1,034	1,112	1,068	1,060	1,212	983	1,062	1,313	1,951	13,597
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	829	882	1,143	1,058	1,127	1,082	1,072	1,229	996	1,080	1,332	1,983	13,813
GAF, total <sup>2</sup> . . . . .	2,141	2,205	2,768	2,587	2,837	2,678	2,658	3,048	2,554	2,730	3,312	5,005	34,523
<b>Virginia, total</b> . . . . .	<b>3,547</b>	<b>3,603</b>	<b>4,183</b>	<b>4,189</b>	<b>4,504</b>	<b>4,270</b>	<b>4,307</b>	<b>4,493</b>	<b>4,137</b>	<b>4,330</b>	<b>4,420</b>	<b>5,157</b>	<b>51,140</b>
Nondurable goods, total . . . . .	2,349	2,332	2,698	2,581	2,899	2,721	2,685	2,974	2,693	2,836	2,964	3,490	33,222
Dept. stores (excl. leased depts.) . . . . .	193	209	285	289	309	282	273	323	288	312	420	615	3,798
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	198	216	294	298	316	290	278	330	296	319	429	626	3,890
GAF, total <sup>2</sup> . . . . .	694	732	966	930	1,039	977	919	1,085	990	1,040	1,287	1,988	12,647
<b>Wisconsin, total</b> . . . . .	<b>2,653</b>	<b>2,608</b>	<b>3,098</b>	<b>3,191</b>	<b>3,373</b>	<b>3,315</b>	<b>3,279</b>	<b>3,389</b>	<b>3,093</b>	<b>3,376</b>	<b>3,463</b>	<b>3,866</b>	<b>38,704</b>
Durable goods, total . . . . .	1,019	1,081	1,277	1,373	1,382	1,349	1,361	1,366	1,249	1,397	1,276	1,363	15,493
Nondurable goods, total . . . . .	1,634	1,527	1,821	1,818	1,991	1,966	1,918	2,023	1,844	1,979	2,187	2,503	23,211
Dept. stores (excl. leased depts.) . . . . .	193	199	277	265	291	272	259	310	279	306	386	541	3,578
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	197	204	286	272	299	279	265	318	287	314	395	552	3,668
GAF, total <sup>2</sup> . . . . .	491	512	623	609	696	659	631	745	675	719	862	1,170	8,392

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>California, total</b> . . . . .	<b>17,915</b>	<b>17,297</b>	<b>19,695</b>	<b>19,200</b>	<b>20,389</b>	<b>20,188</b>	<b>19,886</b>	<b>20,363</b>	<b>19,102</b>	<b>19,683</b>	<b>20,072</b>	<b>23,606</b>	<b>237,396</b>
Durable goods, total . . . . .	7,255	6,959	7,817	7,636	8,155	7,950	7,694	7,738	7,056	7,354	7,258	8,095	90,967
Nondurable goods, total . . . . .	10,660	10,338	11,878	11,564	12,234	12,238	12,192	12,625	12,046	12,329	12,814	15,511	146,429
Dept. stores (excl. leased depts.) . . . . .	1,095	1,117	1,395	1,322	1,459	1,454	1,369	1,521	1,368	1,399	1,830	2,887	18,216
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,130	1,159	1,442	1,365	1,501	1,496	1,409	1,566	1,412	1,446	1,886	2,974	18,786
GAF, total <sup>2</sup> . . . . .	4,316	4,300	5,058	4,869	5,274	5,253	4,950	5,352	5,015	5,124	6,064	9,204	64,779
<b>Florida, total</b> . . . . .	<b>8,557</b>	<b>8,341</b>	<b>9,604</b>	<b>9,080</b>	<b>9,189</b>	<b>9,106</b>	<b>8,746</b>	<b>9,002</b>	<b>8,459</b>	<b>8,990</b>	<b>9,478</b>	<b>11,244</b>	<b>109,796</b>
Durable goods, total . . . . .	3,565	3,291	3,851	3,624	3,760	3,898	3,631	3,627	3,555	3,742	3,683	4,363	44,590
Nondurable goods, total . . . . .	4,992	5,050	5,753	5,456	5,429	5,208	5,115	5,375	4,904	5,248	5,795	6,881	65,206
Dept. stores (excl. leased depts.) . . . . .	590	629	770	715	700	666	618	697	596	676	852	1,314	8,823
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	608	651	798	740	729	685	638	720	618	697	875	1,346	9,105
GAF, total <sup>2</sup> . . . . .	1,882	1,924	2,272	2,108	2,154	2,027	1,878	2,115	1,892	2,056	2,492	3,787	26,587
<b>Illinois, total</b> . . . . .	<b>6,573</b>	<b>6,099</b>	<b>7,228</b>	<b>7,198</b>	<b>7,791</b>	<b>7,775</b>	<b>7,280</b>	<b>7,654</b>	<b>7,272</b>	<b>7,571</b>	<b>7,852</b>	<b>8,751</b>	<b>89,044</b>
Nondurable goods, total . . . . .	4,134	3,913	4,654	4,547	4,749	4,762	4,514	4,827	4,701	4,960	5,387	6,300	57,448
Dept. stores (excl. leased depts.) . . . . .	441	434	601	579	604	620	549	620	595	629	784	1,164	7,620
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	456	453	625	601	627	642	568	644	615	653	811	1,208	7,903
GAF, total <sup>2</sup> . . . . .	1,344	1,263	1,605	1,565	1,660	1,674	1,527	1,695	1,561	1,668	1,971	2,842	20,375
<b>Indiana, total</b> . . . . .	<b>2,729</b>	<b>2,647</b>	<b>2,985</b>	<b>2,959</b>	<b>3,140</b>	<b>3,160</b>	<b>3,062</b>	<b>3,274</b>	<b>3,008</b>	<b>3,268</b>	<b>3,238</b>	<b>3,654</b>	<b>37,124</b>
Nondurable goods, total . . . . .	1,897	1,795	2,096	2,050	2,116	2,139	2,069	2,254	2,110	2,262	2,324	2,752	25,864
Dept. stores (excl. leased depts.) . . . . .	221	225	311	300	310	317	292	339	302	339	433	636	4,025
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	227	234	321	309	318	325	299	349	309	347	444	652	4,134
GAF, total <sup>2</sup> . . . . .	511	524	663	651	699	691	644	730	648	707	884	1,309	8,661
<b>Louisiana, total</b> . . . . .	<b>2,081</b>	<b>1,965</b>	<b>2,293</b>	<b>2,287</b>	<b>2,424</b>	<b>2,389</b>	<b>2,355</b>	<b>2,488</b>	<b>2,266</b>	<b>2,417</b>	<b>2,430</b>	<b>2,778</b>	<b>28,173</b>
Nondurable goods, total . . . . .	1,523	1,472	1,701	1,673	1,743	1,731	1,713	1,808	1,637	1,745	1,779	2,083	20,608
Dept. stores (excl. leased depts.) . . . . .	177	186	246	240	249	242	224	255	217	245	294	433	3,008
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	181	190	250	245	252	247	229	261	220	250	298	440	3,063
GAF, total <sup>2</sup> . . . . .	434	440	545	549	601	567	547	605	514	571	641	1,015	7,029
<b>Maryland, total</b> . . . . .	<b>2,755</b>	<b>2,701</b>	<b>3,164</b>	<b>3,030</b>	<b>3,329</b>	<b>3,351</b>	<b>3,263</b>	<b>3,423</b>	<b>3,132</b>	<b>3,196</b>	<b>3,323</b>	<b>3,957</b>	<b>38,624</b>
Nondurable goods, total . . . . .	1,669	1,605	1,888	1,855	1,978	2,058	2,020	2,151	1,970	1,990	2,123	2,524	23,831
Dept. stores (excl. leased depts.) . . . . .	163	182	237	243	251	242	211	251	241	237	329	502	3,089
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	168	188	244	251	257	249	217	258	247	244	337	515	3,175
GAF, total <sup>2</sup> . . . . .	634	646	785	780	826	783	716	806	769	772	941	1,531	9,989
<b>Massachusetts, total</b> . . . . .	<b>3,242</b>	<b>3,162</b>	<b>3,631</b>	<b>3,471</b>	<b>3,848</b>	<b>3,833</b>	<b>3,598</b>	<b>3,888</b>	<b>3,692</b>	<b>3,612</b>	<b>3,896</b>	<b>4,431</b>	<b>44,304</b>
Nondurable goods, total . . . . .	2,289	2,231	2,525	2,439	2,668	2,649	2,500	2,723	2,565	2,615	2,875	3,329	31,408
Dept. stores (excl. leased depts.) . . . . .	187	201	266	272	283	286	238	291	279	283	370	559	3,515
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	195	210	279	281	294	298	246	303	291	296	385	586	3,664
GAF, total <sup>2</sup> . . . . .	794	774	933	913	968	984	865	1,027	1,007	973	1,166	1,681	12,085
<b>Michigan, total</b> . . . . .	<b>4,952</b>	<b>4,736</b>	<b>5,704</b>	<b>5,790</b>	<b>6,156</b>	<b>5,981</b>	<b>5,919</b>	<b>6,259</b>	<b>5,712</b>	<b>5,942</b>	<b>6,054</b>	<b>6,815</b>	<b>70,020</b>
Durable goods, total . . . . .	2,063	2,024	2,517	2,605	2,782	2,565	2,562	2,682	2,293	2,411	2,368	2,448	29,320
Nondurable goods, total . . . . .	2,889	2,712	3,187	3,185	3,374	3,416	3,357	3,577	3,419	3,531	3,686	4,367	40,700
Dept. stores (excl. leased depts.) . . . . .	538	519	670	678	707	720	671	741	699	752	907	1,235	8,837
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	548	534	686	695	720	735	690	757	715	768	926	1,263	9,037
GAF, total <sup>2</sup> . . . . .	1,308	1,238	1,539	1,492	1,577	1,565	1,468	1,653	1,553	1,648	1,973	2,819	19,833
<b>Minnesota, total</b> . . . . .	<b>2,154</b>	<b>2,052</b>	<b>2,498</b>	<b>2,438</b>	<b>2,612</b>	<b>2,701</b>	<b>2,556</b>	<b>2,792</b>	<b>2,630</b>	<b>2,681</b>	<b>2,735</b>	<b>3,226</b>	<b>31,075</b>
Nondurable goods, total . . . . .	1,531	1,454	1,716	1,630	1,738	1,813	1,751	1,914	1,793	1,833	1,965	2,366	21,504
Dept. stores (excl. leased depts.) . . . . .	185	182	246	238	244	256	234	279	250	270	322	462	3,168
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	190	189	252	246	252	264	242	288	259	278	331	475	3,266
GAF, total <sup>2</sup> . . . . .	493	494	626	604	626	660	604	717	650	679	781	1,094	8,028
<b>Missouri, total</b> . . . . .	<b>2,967</b>	<b>2,720</b>	<b>3,332</b>	<b>3,308</b>	<b>3,428</b>	<b>3,488</b>	<b>3,511</b>	<b>3,677</b>	<b>3,407</b>	<b>3,459</b>	<b>3,347</b>	<b>3,720</b>	<b>40,364</b>
Nondurable goods, total . . . . .	1,702	1,588	1,879	1,907	2,014	2,026	2,025	2,153	2,028	2,079	2,108	2,487	23,996
Dept. stores (excl. leased depts.) . . . . .	252	259	340	338	359	358	328	372	330	358	439	630	4,363
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	257	262	345	342	361	365	332	379	334	364	447	640	4,428
GAF, total <sup>2</sup> . . . . .	630	597	746	772	821	802	792	848	764	838	932	1,366	9,908
<b>New Jersey, total</b> . . . . .	<b>4,865</b>	<b>4,642</b>	<b>5,390</b>	<b>5,404</b>	<b>5,640</b>	<b>5,718</b>	<b>5,420</b>	<b>5,706</b>	<b>5,330</b>	<b>5,414</b>	<b>5,896</b>	<b>6,779</b>	<b>66,204</b>
Nondurable goods, total . . . . .	2,935	2,820	3,220	3,194	3,338	3,373	3,257	3,474	3,264	3,302	3,581	4,290	40,048
Dept. stores (excl. leased depts.) . . . . .	248	280	358	369	398	401	333	388	373	382	522	810	4,862
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	257	290	369	381	409	412	341	400	385	394	535	828	5,001
GAF, total <sup>2</sup> . . . . .	1,046	1,084	1,289	1,311	1,416	1,402	1,279	1,443	1,370	1,411	1,691	2,432	17,174
<b>New York, total</b> . . . . .	<b>9,058</b>	<b>8,663</b>	<b>10,119</b>	<b>9,849</b>	<b>10,568</b>	<b>10,442</b>	<b>10,066</b>	<b>10,483</b>	<b>9,834</b>	<b>10,063</b>	<b>10,323</b>	<b>11,924</b>	<b>121,392</b>
Durable goods, total . . . . .	3,343	3,216	3,799	3,722	4,127	3,988	3,899	3,965	3,539	3,642	3,537	3,981	44,758
Nondurable goods, total . . . . .	5,715	5,447	6,320	6,127	6,441	6,454	6,167	6,518	6,295	6,421	6,786	7,943	76,634
Dept. stores (excl. leased depts.) . . . . .	482	517	681	691	746	743	620	747	715	729	955	1,424	9,050
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	503	540	707	713	770	765	643	771	737	751	986	1,466	9,352
GAF, total <sup>2</sup> . . . . .	2,305	2,202	2,628	2,665	2,872	2,805	2,534	2,822	2,783	2,849	3,222	4,838	34,525
<b>North Carolina, total</b> . . . . .	<b>3,335</b>	<b>3,394</b>	<b>3,891</b>	<b>3,792</b>	<b>4,165</b>	<b>4,048</b>	<b>3,962</b>	<b>4,227</b>	<b>3,772</b>	<b>3,978</b>	<b>4,214</b>	<b>4,870</b>	<b>47,848</b>
Nondurable goods, total . . . . .	2,106	2,032	2,360	2,299	2,471	2,425	2,374	2,584	2,353	2,465	2,658	3,139	29,266
Dept. stores (excl. leased depts.) . . . . .	219	236	316	315	322	320	291	327	294	319	407	608	3,974
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	224	244	323	324	330	327	298	335	300	326	417	622	4,070
GAF, total <sup>2</sup> . . . . .	775	737	943	971	1,029	1,004	956	1,049	930	970	1,216	1,806	12,386
<b>Ohio, total</b> . . . . .	<b>5,081</b>	<b>4,926</b>	<b>5,934</b>	<b>5,901</b>	<b>6,267</b>	<b>6,278</b>	<b>5,977</b>	<b>6,486</b>	<b>5,953</b>	<b>6,246</b>	<b>6,462</b>	<b>7,318</b>	<b>72,829</b>
Nondurable goods, total . . . . .	3,331	3,275	3,791	3,741	3,965	3,910	3,792	4,209	3,946	4,202	4,472	5,162	47,796
Dept. stores (excl. leased depts.) . . . . .	395	417	577	584	574	584	534	632	571	620	797	1,166	7,451
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	416	440	607	612	603	610	560	663	598	649	832	1,216	7,806
GAF, total <sup>2</sup> . . . . .	1,101	1,089	1,415	1,402	1,436	1,451	1,347	1,535	1,403	1,496	1,841	2,723	18,239

See footnotes on next page.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,454</b>	<b>6,460</b>	<b>7,325</b>	<b>7,170</b>	<b>7,692</b>	<b>7,494</b>	<b>7,319</b>	<b>7,886</b>	<b>7,110</b>	<b>7,411</b>	<b>7,736</b>	<b>8,502</b>	<b>88,559</b>
Durable goods, total . . . . .	2,317	2,421	2,696	2,677	2,912	2,873	2,734	2,901	2,423	2,509	2,450	2,475	31,388
Nondurable goods, total . . . . .	4,137	4,039	4,629	4,493	4,780	4,621	4,585	4,985	4,687	4,902	5,286	6,027	57,171
Dept. stores (excl. leased depts.) . . . . .	398	434	586	598	607	592	527	618	586	631	888	1,219	7,684
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	422	457	616	627	636	620	554	649	615	661	928	1,269	8,054
GAF, total <sup>2</sup> . . . . .	1,314	1,315	1,610	1,586	1,662	1,627	1,491	1,687	1,593	1,689	2,220	3,138	20,932
<b>Tennessee, total</b> . . . . .	<b>2,349</b>	<b>2,325</b>	<b>2,660</b>	<b>2,570</b>	<b>2,792</b>	<b>2,721</b>	<b>2,713</b>	<b>2,881</b>	<b>2,605</b>	<b>2,702</b>	<b>2,785</b>	<b>3,128</b>	<b>32,231</b>
Nondurable goods, total . . . . .	1,415	1,412	1,634	1,596	1,706	1,660	1,666	1,806	1,652	1,748	1,857	2,133	20,285
Dept. stores (excl. leased depts.) . . . . .	196	210	285	274	285	284	264	298	273	296	374	543	3,582
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	201	216	292	281	291	289	269	303	280	302	381	553	3,658
GAF, total <sup>2</sup> . . . . .	537	560	673	659	676	661	659	728	670	726	844	1,266	8,659
<b>Texas, total</b> . . . . .	<b>8,679</b>	<b>8,476</b>	<b>9,793</b>	<b>9,697</b>	<b>10,344</b>	<b>10,158</b>	<b>9,879</b>	<b>10,614</b>	<b>9,726</b>	<b>10,142</b>	<b>10,501</b>	<b>12,354</b>	<b>120,363</b>
Durable goods, total . . . . .	3,145	3,030	3,570	3,582	3,915	3,784	3,651	3,846	3,542	3,622	3,497	3,826	43,010
Nondurable goods, total . . . . .	5,534	5,446	6,223	6,115	6,429	6,374	6,228	6,768	6,184	6,520	7,004	8,528	77,353
Dept. stores (excl. leased depts.) . . . . .	771	809	1,033	1,000	1,066	1,052	988	1,137	932	1,023	1,210	1,919	12,940
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	789	831	1,054	1,022	1,079	1,072	1,008	1,159	955	1,043	1,230	1,954	13,196
GAF, total <sup>2</sup> . . . . .	2,039	2,076	2,516	2,446	2,635	2,574	2,416	2,843	2,398	2,559	3,051	4,714	32,267
<b>Virginia, total</b> . . . . .	<b>4,015</b>	<b>3,745</b>	<b>4,371</b>	<b>4,352</b>	<b>4,556</b>	<b>4,514</b>	<b>4,347</b>	<b>4,565</b>	<b>4,196</b>	<b>4,238</b>	<b>4,427</b>	<b>5,040</b>	<b>52,366</b>
Nondurable goods, total . . . . .	2,356	2,277	2,636	2,570	2,765	2,773	2,601	2,886	2,646	2,674	2,980	3,441	32,605
Dept. stores (excl. leased depts.) . . . . .	197	208	288	289	293	285	256	300	280	286	388	588	3,658
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	205	216	296	297	301	292	263	308	288	293	399	604	3,762
GAF, total <sup>2</sup> . . . . .	770	769	939	951	1,005	997	899	1,012	944	967	1,234	1,921	12,408
<b>Wisconsin, total</b> . . . . .	<b>2,814</b>	<b>2,622</b>	<b>3,193</b>	<b>3,213</b>	<b>3,400</b>	<b>3,443</b>	<b>3,365</b>	<b>3,458</b>	<b>3,209</b>	<b>3,519</b>	<b>3,475</b>	<b>3,766</b>	<b>39,477</b>
Durable goods, total . . . . .	1,271	1,148	1,454	1,456	1,538	1,516	1,529	1,514	1,311	1,498	1,254	1,247	16,736
Nondurable goods, total . . . . .	1,543	1,474	1,739	1,757	1,862	1,927	1,836	1,944	1,898	2,021	2,221	2,519	22,741
Dept. stores (excl. leased depts.) . . . . .	176	182	253	245	262	260	243	289	261	272	370	500	3,313
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	182	189	261	254	271	269	250	298	270	280	380	514	3,418
GAF, total <sup>2</sup> . . . . .	458	454	589	575	619	613	565	672	625	656	816	1,093	7,735

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>California, total</b> . . . . .	<b>16,413</b>	<b>16,096</b>	<b>18,028</b>	<b>17,972</b>	<b>19,067</b>	<b>19,226</b>	<b>18,904</b>	<b>19,694</b>	<b>18,648</b>	<b>18,435</b>	<b>19,435</b>	<b>23,534</b>	<b>225,452</b>
Durable goods, total . . . . .	6,737	6,771	7,327	7,233	7,842	7,959	7,619	8,103	7,439	7,146	7,547	8,604	90,327
Nondurable goods, total . . . . .	9,676	9,325	10,701	10,739	11,225	11,267	11,285	11,591	11,209	11,289	11,888	14,930	135,125
Dept. stores (excl. leased depts.) . . . . .	1,028	1,062	1,313	1,320	1,366	1,374	1,333	1,446	1,383	1,396	1,748	2,932	17,701
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,059	1,093	1,356	1,358	1,401	1,410	1,366	1,485	1,423	1,442	1,794	3,010	18,197
GAF, total <sup>2</sup> . . . . .	3,977	3,919	4,587	4,447	4,736	4,825	4,599	5,045	4,894	4,884	5,906	9,213	61,032
<b>Florida, total</b> . . . . .	<b>7,749</b>	<b>7,822</b>	<b>8,894</b>	<b>8,278</b>	<b>8,523</b>	<b>8,341</b>	<b>8,220</b>	<b>8,560</b>	<b>8,187</b>	<b>8,159</b>	<b>8,825</b>	<b>10,620</b>	<b>102,178</b>
Durable goods, total . . . . .	3,259	3,246	3,638	3,368	3,576	3,571	3,435	3,611	3,607	3,356	3,424	3,899	41,990
Nondurable goods, total . . . . .	4,490	4,576	5,256	4,910	4,947	4,770	4,785	4,949	4,580	4,803	5,401	6,721	60,188
Dept. stores (excl. leased depts.) . . . . .	554	582	740	685	682	653	636	695	626	669	863	1,371	8,756
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	575	604	766	710	705	677	653	722	649	688	885	1,405	9,039
GAF, total <sup>2</sup> . . . . .	1,798	1,832	2,192	2,043	2,078	1,973	1,927	2,106	1,925	2,034	2,562	3,944	26,414
<b>Illinois, total</b> . . . . .	<b>5,919</b>	<b>5,681</b>	<b>6,876</b>	<b>6,886</b>	<b>7,360</b>	<b>7,141</b>	<b>6,825</b>	<b>7,243</b>	<b>6,954</b>	<b>6,974</b>	<b>7,177</b>	<b>8,398</b>	<b>83,434</b>
Nondurable goods, total . . . . .	3,818	3,625	4,285	4,278	4,531	4,447	4,295	4,521	4,473	4,632	4,891	5,891	53,687
Dept. stores (excl. leased depts.) . . . . .	432	406	556	574	611	602	544	612	584	624	772	1,176	7,493
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	447	421	577	592	632	622	562	633	604	646	798	1,217	7,751
GAF, total <sup>2</sup> . . . . .	1,304	1,218	1,554	1,548	1,679	1,676	1,516	1,698	1,551	1,652	2,008	2,939	20,343
<b>Indiana, total</b> . . . . .	<b>2,691</b>	<b>2,634</b>	<b>2,975</b>	<b>3,064</b>	<b>3,242</b>	<b>3,212</b>	<b>3,152</b>	<b>3,245</b>	<b>3,021</b>	<b>3,071</b>	<b>3,071</b>	<b>3,528</b>	<b>36,906</b>
Nondurable goods, total . . . . .	1,808	1,717	2,018	2,018	2,092	2,066	2,048	2,078	1,980	2,076	2,162	2,635	24,698
Dept. stores (excl. leased depts.) . . . . .	205	206	280	291	297	303	281	322	288	316	410	610	3,809
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	212	211	288	299	305	310	287	331	295	324	420	624	3,906
GAF, total <sup>2</sup> . . . . .	514	508	620	628	663	666	638	728	655	675	870	1,276	8,441
<b>Louisiana, total</b> . . . . .	<b>1,839</b>	<b>1,796</b>	<b>2,174</b>	<b>2,127</b>	<b>2,289</b>	<b>2,260</b>	<b>2,234</b>	<b>2,387</b>	<b>2,132</b>	<b>2,171</b>	<b>2,198</b>	<b>2,600</b>	<b>26,207</b>
Nondurable goods, total . . . . .	1,324	1,292	1,545	1,508	1,598	1,586	1,578	1,666	1,525	1,560	1,636	1,992	18,810
Dept. stores (excl. leased depts.) . . . . .	166	161	232	220	229	223	216	240	211	231	279	427	2,835
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	169	165	235	224	232	226	218	243	212	234	280	432	2,870
GAF, total <sup>2</sup> . . . . .	408	389	521	502	541	503	504	571	488	533	618	982	6,560
<b>Maryland, total</b> . . . . .	<b>2,511</b>	<b>2,515</b>	<b>2,918</b>	<b>2,927</b>	<b>3,216</b>	<b>3,245</b>	<b>2,988</b>	<b>3,188</b>	<b>3,028</b>	<b>2,961</b>	<b>3,186</b>	<b>3,966</b>	<b>36,649</b>
Nondurable goods, total . . . . .	1,508	1,505	1,731	1,686	1,796	1,794	1,716	1,845	1,751	1,747	1,936	2,524	21,539
Dept. stores (excl. leased depts.) . . . . .	166	173	220	242	250	244	216	242	243	247	334	521	3,098
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	171	179	225	248	256	249	222	247	248	254	342	531	3,172
GAF, total <sup>2</sup> . . . . .	587	574	701	714	775	756	701	777	788	772	965	1,589	9,699
<b>Massachusetts, total</b> . . . . .	<b>3,274</b>	<b>3,088</b>	<b>3,579</b>	<b>3,577</b>	<b>3,956</b>	<b>3,889</b>	<b>3,619</b>	<b>3,925</b>	<b>3,778</b>	<b>3,678</b>	<b>3,947</b>	<b>4,732</b>	<b>45,042</b>
Nondurable goods, total . . . . .	2,245	2,122	2,452	2,388	2,650	2,594	2,472	2,630	2,548	2,558	2,807	3,443	30,909
Dept. stores (excl. leased depts.) . . . . .	198	192	258	270	307	304	248	294	294	306	389	606	3,666
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	206	201	268	280	319	312	257	308	304	317	404	627	3,803
GAF, total <sup>2</sup> . . . . .	826	763	930	952	1,043	1,043	912	1,071	1,058	1,022	1,247	1,874	12,741
<b>Michigan, total</b> . . . . .	<b>4,622</b>	<b>4,487</b>	<b>5,372</b>	<b>5,410</b>	<b>5,961</b>	<b>5,908</b>	<b>5,700</b>	<b>6,048</b>	<b>5,575</b>	<b>5,512</b>	<b>5,832</b>	<b>6,670</b>	<b>67,097</b>
Durable goods, total . . . . .	1,926	1,958	2,420	2,464	2,799	2,723	2,550	2,805	2,422	2,272	2,436	2,472	29,247
Nondurable goods, total . . . . .	2,696	2,529	2,952	2,946	3,162	3,185	3,150	3,243	3,153	3,240	3,396	4,198	37,850
Dept. stores (excl. leased depts.) . . . . .	490	470	613	625	673	684	630	685	659	714	844	1,191	8,278
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	498	482	624	637	683	695	641	700	675	730	860	1,216	8,441
GAF, total <sup>2</sup> . . . . .	1,184	1,131	1,403	1,398	1,523	1,531	1,412	1,556	1,492	1,618	1,958	2,821	19,027
<b>Minnesota, total</b> . . . . .	<b>2,139</b>	<b>2,026</b>	<b>2,367</b>	<b>2,439</b>	<b>2,580</b>	<b>2,658</b>	<b>2,476</b>	<b>2,654</b>	<b>2,626</b>	<b>2,535</b>	<b>2,578</b>	<b>2,957</b>	<b>30,035</b>
Nondurable goods, total . . . . .	1,464	1,372	1,609	1,579	1,656	1,678	1,693	1,744	1,689	1,678	1,765	2,159	20,086
Dept. stores (excl. leased depts.) . . . . .	177	177	227	238	246	242	224	261	248	269	312	445	3,066
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	183	181	232	244	252	248	231	268	254	275	320	457	3,145
GAF, total <sup>2</sup> . . . . .	522	473	590	603	617	620	571	669	641	639	738	1,032	7,715
<b>Missouri, total</b> . . . . .	<b>2,733</b>	<b>2,513</b>	<b>3,145</b>	<b>3,238</b>	<b>3,362</b>	<b>3,354</b>	<b>3,232</b>	<b>3,284</b>	<b>3,204</b>	<b>3,140</b>	<b>3,172</b>	<b>3,685</b>	<b>38,062</b>
Nondurable goods, total . . . . .	1,573	1,474	1,735	1,794	1,868	1,881	1,865	1,888	1,866	1,929	1,987	2,392	22,522
Dept. stores (excl. leased depts.) . . . . .	240	228	308	326	329	322	307	341	321	333	429	631	4,115
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	242	232	316	330	338	328	312	347	329	339	438	641	4,192
GAF, total <sup>2</sup> . . . . .	604	554	720	746	787	768	746	809	759	801	909	1,348	9,551
<b>New Jersey, total</b> . . . . .	<b>4,600</b>	<b>4,363</b>	<b>5,102</b>	<b>5,011</b>	<b>5,383</b>	<b>5,597</b>	<b>5,351</b>	<b>5,653</b>	<b>5,354</b>	<b>5,301</b>	<b>5,593</b>	<b>6,835</b>	<b>64,143</b>
Nondurable goods, total . . . . .	2,832	2,685	3,145	3,011	3,220	3,306	3,251	3,351	3,233	3,208	3,443	4,334	39,019
Dept. stores (excl. leased depts.) . . . . .	260	277	359	355	401	397	329	387	391	407	549	868	4,980
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	268	284	367	363	410	406	336	395	401	416	562	888	5,096
GAF, total <sup>2</sup> . . . . .	1,038	1,018	1,229	1,209	1,310	1,322	1,214	1,373	1,333	1,346	1,657	2,505	16,554
<b>New York, total</b> . . . . .	<b>8,558</b>	<b>8,324</b>	<b>9,568</b>	<b>9,489</b>	<b>10,573</b>	<b>10,457</b>	<b>9,779</b>	<b>10,529</b>	<b>10,053</b>	<b>9,931</b>	<b>10,290</b>	<b>12,141</b>	<b>119,692</b>
Durable goods, total . . . . .	3,079	3,097	3,518	3,584	4,204	4,153	3,813	4,177	3,869	3,653	3,667	3,979	44,793
Nondurable goods, total . . . . .	5,479	5,227	6,050	5,905	6,369	6,304	5,966	6,352	6,184	6,278	6,623	8,162	74,899
Dept. stores (excl. leased depts.) . . . . .	497	537	667	698	795	775	643	763	773	796	1,020	1,549	9,513
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	524	555	689	722	818	797	664	790	799	823	1,052	1,597	9,830
GAF, total <sup>2</sup> . . . . .	2,216	2,119	2,520	2,518	2,759	2,739	2,418	2,749	2,838	2,849	3,329	4,946	34,000
<b>North Carolina, total</b> . . . . .	<b>3,277</b>	<b>3,101</b>	<b>3,707</b>	<b>3,709</b>	<b>4,059</b>	<b>3,920</b>	<b>3,985</b>	<b>4,186</b>	<b>3,781</b>	<b>3,711</b>	<b>3,949</b>	<b>4,569</b>	<b>45,954</b>
Nondurable goods, total . . . . .	1,873	1,807	2,175	2,162	2,319	2,313	2,319	2,395	2,231	2,314	2,430	2,961	27,299
Dept. stores (excl. leased depts.) . . . . .	188	186	273	280	293	292	276	306	277	305	394	588	3,658
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	193	191	280	288	300	297	283	312	284	313	403	602	3,746
GAF, total <sup>2</sup> . . . . .	640	610	831	863	920	883	862	962	870	936	1,152	1,712	11,241
<b>Ohio, total</b> . . . . .	<b>4,814</b>	<b>4,757</b>	<b>5,711</b>	<b>5,755</b>	<b>6,210</b>	<b>6,229</b>	<b>5,899</b>	<b>6,372</b>	<b>5,961</b>	<b>5,731</b>	<b>5,997</b>	<b>7,029</b>	<b>70,465</b>
Nondurable goods, total . . . . .	3,091	3,077	3,535	3,574	3,857	3,750	3,686	3,877	3,679	3,705	3,993	4,829	44,653
Dept. stores (excl. leased depts.) . . . . .	374	386	525	563	566	569	519	610	559	611	772	1,154	7,208
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	394	405	553	592	595	597	544	641	587	639	808	1,204	7,559
GAF, total <sup>2</sup> . . . . .	1,035	1,007	1,285	1,353	1,422	1,426	1,344	1,499	1,414	1,487	1,803	2,694	17,769

See footnotes on next page.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	6,096	6,029	7,085	6,871	7,580	7,438	7,195	7,690	7,224	7,270	7,645	8,709	86,832
Durable goods, total .....	2,167	2,229	2,662	2,578	2,991	2,971	2,827	3,065	2,708	2,599	2,493	2,656	31,946
Nondurable goods, total .....	3,929	3,800	4,423	4,293	4,589	4,467	4,368	4,625	4,516	4,671	5,152	6,053	54,886
Dept. stores (excl. leased depts.) .....	406	409	575	584	617	606	536	616	587	631	891	1,260	7,718
Dept. stores (incl. leased depts.) <sup>1</sup> .....	427	427	599	608	643	631	560	643	614	659	930	1,307	8,048
GAF, total <sup>2</sup> .....	1,243	1,217	1,507	1,505	1,628	1,601	1,449	1,671	1,628	1,723	2,237	3,274	20,683
<b>Tennessee, total</b> .....	2,122	2,071	2,500	2,471	2,642	2,555	2,575	2,767	2,541	2,512	2,631	3,048	30,435
Nondurable goods, total .....	1,274	1,245	1,460	1,446	1,565	1,526	1,549	1,625	1,496	1,541	1,658	1,998	18,383
Dept. stores (excl. leased depts.) .....	187	180	269	267	269	264	253	281	267	281	359	530	3,407
Dept. stores (incl. leased depts.) <sup>1</sup> .....	192	184	274	272	274	268	258	286	272	286	365	541	3,472
GAF, total <sup>2</sup> .....	488	478	618	620	648	627	619	699	662	686	840	1,244	8,229
<b>Texas, total</b> .....	8,205	7,953	9,575	9,289	10,050	9,715	9,539	10,010	9,261	9,206	9,529	11,518	113,850
Durable goods, total .....	2,843	2,781	3,483	3,398	3,810	3,594	3,470	3,662	3,319	3,267	3,191	3,497	40,315
Nondurable goods, total .....	5,362	5,172	6,092	5,891	6,240	6,121	6,069	6,348	5,942	5,939	6,338	8,021	73,535
Dept. stores (excl. leased depts.) .....	735	719	971	939	972	947	943	1,055	928	957	1,153	1,885	12,204
Dept. stores (incl. leased depts.) <sup>1</sup> .....	751	733	993	959	991	964	962	1,076	949	976	1,173	1,920	12,447
GAF, total <sup>2</sup> .....	1,925	1,898	2,397	2,283	2,468	2,365	2,329	2,637	2,374	2,382	2,876	4,593	30,527
<b>Virginia, total</b> .....	3,416	3,189	3,856	3,915	4,095	4,208	4,198	4,504	4,148	4,139	4,336	5,262	49,266
Nondurable goods, total .....	2,008	1,971	2,353	2,320	2,511	2,516	2,440	2,568	2,536	2,545	2,772	3,425	29,965
Dept. stores (excl. leased depts.) .....	187	184	258	266	276	269	251	284	279	297	394	593	3,538
Dept. stores (incl. leased depts.) <sup>1</sup> .....	193	190	265	274	284	276	257	291	286	305	404	609	3,634
GAF, total <sup>2</sup> .....	713	699	879	874	937	935	875	977	954	976	1,235	1,942	11,996
<b>Wisconsin, total</b> .....	2,539	2,424	2,928	3,091	3,306	3,312	3,124	3,355	3,201	3,079	3,213	3,585	37,157
Durable goods, total .....	1,081	1,055	1,283	1,451	1,560	1,557	1,372	1,573	1,460	1,276	1,225	1,233	16,126
Nondurable goods, total .....	1,458	1,369	1,645	1,640	1,746	1,755	1,752	1,782	1,741	1,803	1,988	2,352	21,031
Dept. stores (excl. leased depts.) .....	165	160	224	239	241	237	222	248	245	274	341	477	3,073
Dept. stores (incl. leased depts.) <sup>1</sup> .....	170	165	230	247	248	244	229	256	253	282	351	488	3,163
GAF, total <sup>2</sup> .....	439	415	531	547	580	573	540	622	613	641	764	1,052	7,317

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>California, total</b> . . . . .	<b>14,887</b>	<b>14,802</b>	<b>16,641</b>	<b>16,478</b>	<b>16,968</b>	<b>16,896</b>	<b>16,875</b>	<b>17,373</b>	<b>16,784</b>	<b>17,341</b>	<b>18,062</b>	<b>22,180</b>	<b>205,287</b>
Durable goods, total . . . . .	5,754	5,948	6,748	6,659	6,948	6,829	6,657	6,944	6,578	6,786	7,129	8,301	81,281
Nondurable goods, total . . . . .	9,133	8,854	9,893	9,819	10,020	10,067	10,218	10,429	10,206	10,555	10,933	13,879	124,006
Dept. stores (excl. leased depts.) . . . . .	997	1,015	1,232	1,205	1,275	1,274	1,214	1,339	1,288	1,327	1,693	2,811	16,670
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,027	1,044	1,273	1,244	1,312	1,311	1,250	1,378	1,329	1,367	1,740	2,879	17,154
GAF, total <sup>2</sup> . . . . .	3,494	3,469	4,028	3,932	4,166	4,276	4,083	4,459	4,315	4,440	5,369	8,568	54,599
<b>Florida, total</b> . . . . .	<b>7,945</b>	<b>8,001</b>	<b>8,610</b>	<b>8,137</b>	<b>7,985</b>	<b>8,075</b>	<b>7,945</b>	<b>7,971</b>	<b>7,718</b>	<b>8,035</b>	<b>8,333</b>	<b>10,455</b>	<b>99,210</b>
Durable goods, total . . . . .	3,651	3,621	3,784	3,468	3,416	3,606	3,311	3,214	3,333	3,438	3,355	4,204	42,401
Nondurable goods, total . . . . .	4,294	4,380	4,826	4,669	4,569	4,469	4,634	4,757	4,385	4,597	4,978	6,251	56,809
Dept. stores (excl. leased depts.) . . . . .	531	544	671	648	631	611	594	641	577	644	802	1,327	8,221
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	551	566	700	677	650	630	613	661	599	667	822	1,366	8,502
GAF, total <sup>2</sup> . . . . .	1,660	1,714	2,022	1,955	1,924	1,837	1,786	1,895	1,728	1,903	2,341	3,742	24,507
<b>Illinois, total</b> . . . . .	<b>5,640</b>	<b>5,593</b>	<b>6,572</b>	<b>6,525</b>	<b>6,843</b>	<b>6,909</b>	<b>6,439</b>	<b>6,668</b>	<b>6,428</b>	<b>6,598</b>	<b>6,871</b>	<b>8,100</b>	<b>79,186</b>
Nondurable goods, total . . . . .	3,607	3,529	4,037	4,014	4,213	4,153	4,005	4,128	4,135	4,322	4,546	5,587	50,276
Dept. stores (excl. leased depts.) . . . . .	409	412	541	539	591	570	518	577	557	642	753	1,176	7,285
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	424	427	559	558	614	592	539	601	579	665	778	1,220	7,556
GAF, total <sup>2</sup> . . . . .	1,199	1,186	1,504	1,484	1,572	1,571	1,436	1,580	1,500	1,659	1,920	2,970	19,581
<b>Indiana, total</b> . . . . .	<b>2,469</b>	<b>2,486</b>	<b>2,838</b>	<b>2,977</b>	<b>3,050</b>	<b>3,018</b>	<b>2,933</b>	<b>3,033</b>	<b>2,786</b>	<b>2,980</b>	<b>3,008</b>	<b>3,570</b>	<b>35,148</b>
Nondurable goods, total . . . . .	1,703	1,612	1,865	1,892	1,922	1,896	1,895	1,939	1,815	2,000	2,081	2,597	23,217
Dept. stores (excl. leased depts.) . . . . .	192	191	263	266	285	275	263	292	264	312	384	592	3,579
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	197	197	272	274	292	282	270	301	272	321	396	605	3,679
GAF, total <sup>2</sup> . . . . .	436	436	575	582	626	614	585	647	596	643	789	1,243	7,772
<b>Louisiana, total</b> . . . . .	<b>1,673</b>	<b>1,688</b>	<b>1,991</b>	<b>1,952</b>	<b>2,119</b>	<b>2,092</b>	<b>2,076</b>	<b>2,092</b>	<b>1,945</b>	<b>1,996</b>	<b>2,019</b>	<b>2,462</b>	<b>24,105</b>
Nondurable goods, total . . . . .	1,189	1,173	1,355	1,338	1,410	1,392	1,416	1,455	1,387	1,450	1,460	1,803	16,828
Dept. stores (excl. leased depts.) . . . . .	154	151	217	212	218	211	208	223	196	219	261	415	2,685
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	158	155	220	215	221	214	210	227	200	224	266	422	2,732
GAF, total <sup>2</sup> . . . . .	393	394	502	493	514	493	492	524	458	499	562	958	6,282
<b>Maryland, total</b> . . . . .	<b>2,559</b>	<b>2,613</b>	<b>3,040</b>	<b>2,863</b>	<b>3,067</b>	<b>3,068</b>	<b>2,814</b>	<b>2,930</b>	<b>2,813</b>	<b>2,824</b>	<b>2,996</b>	<b>3,782</b>	<b>35,369</b>
Nondurable goods, total . . . . .	1,459	1,422	1,609	1,546	1,658	1,644	1,605	1,680	1,653	1,684	1,776	2,307	20,043
Dept. stores (excl. leased depts.) . . . . .	170	178	232	230	249	242	215	235	244	262	326	522	3,105
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	175	184	238	236	256	248	221	241	251	269	333	534	3,186
GAF, total <sup>2</sup> . . . . .	579	577	705	684	730	715	675	731	734	757	896	1,481	9,264
<b>Massachusetts, total</b> . . . . .	<b>3,189</b>	<b>3,193</b>	<b>3,574</b>	<b>3,518</b>	<b>3,782</b>	<b>3,813</b>	<b>3,529</b>	<b>3,649</b>	<b>3,659</b>	<b>3,631</b>	<b>3,788</b>	<b>4,725</b>	<b>44,050</b>
Nondurable goods, total . . . . .	2,152	2,126	2,392	2,314	2,467	2,421	2,326	2,447	2,455	2,524	2,646	3,282	29,552
Dept. stores (excl. leased depts.) . . . . .	200	210	269	279	300	298	251	281	287	308	379	613	3,675
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	210	219	283	292	313	312	263	292	300	321	393	636	3,834
GAF, total <sup>2</sup> . . . . .	751	753	882	890	948	963	862	975	1,023	1,015	1,184	1,919	12,165
<b>Michigan, total</b> . . . . .	<b>4,160</b>	<b>4,201</b>	<b>4,962</b>	<b>5,088</b>	<b>5,345</b>	<b>5,416</b>	<b>5,127</b>	<b>5,404</b>	<b>5,106</b>	<b>5,295</b>	<b>5,467</b>	<b>6,574</b>	<b>62,145</b>
Durable goods, total . . . . .	1,649	1,789	2,174	2,296	2,408	2,495	2,181	2,335	2,121	2,199	2,316	2,608	26,571
Nondurable goods, total . . . . .	2,511	2,412	2,788	2,792	2,937	2,921	2,946	3,069	2,985	3,096	3,151	3,966	35,574
Dept. stores (excl. leased depts.) . . . . .	449	425	562	561	615	615	561	616	596	662	756	1,115	7,533
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	458	435	579	574	628	626	573	628	611	677	773	1,137	7,699
GAF, total <sup>2</sup> . . . . .	1,052	1,004	1,291	1,285	1,375	1,350	1,257	1,407	1,370	1,456	1,730	2,657	17,234
<b>Minnesota, total</b> . . . . .	<b>1,934</b>	<b>1,935</b>	<b>2,296</b>	<b>2,349</b>	<b>2,503</b>	<b>2,567</b>	<b>2,418</b>	<b>2,548</b>	<b>2,488</b>	<b>2,531</b>	<b>2,463</b>	<b>2,992</b>	<b>29,024</b>
Nondurable goods, total . . . . .	1,328	1,257	1,469	1,466	1,549	1,602	1,593	1,632	1,630	1,656	1,644	2,068	18,894
Dept. stores (excl. leased depts.) . . . . .	164	166	213	214	233	231	207	238	233	257	288	434	2,878
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	169	171	219	220	239	237	212	245	239	263	297	446	2,957
GAF, total <sup>2</sup> . . . . .	459	462	571	582	620	613	572	647	641	661	740	1,098	7,666
<b>Missouri, total</b> . . . . .	<b>2,677</b>	<b>2,599</b>	<b>3,018</b>	<b>3,158</b>	<b>3,040</b>	<b>3,069</b>	<b>3,050</b>	<b>3,068</b>	<b>3,026</b>	<b>3,071</b>	<b>3,037</b>	<b>3,555</b>	<b>36,368</b>
Nondurable goods, total . . . . .	1,561	1,494	1,678	1,807	1,776	1,755	1,803	1,771	1,775	1,878	1,875	2,272	21,445
Dept. stores (excl. leased depts.) . . . . .	219	217	290	291	316	299	285	313	294	326	401	605	3,856
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	227	223	295	297	323	307	290	318	298	333	406	613	3,930
GAF, total <sup>2</sup> . . . . .	529	512	647	701	704	687	681	746	699	774	857	1,305	8,842
<b>New Jersey, total</b> . . . . .	<b>4,392</b>	<b>4,414</b>	<b>5,079</b>	<b>4,878</b>	<b>5,110</b>	<b>5,370</b>	<b>5,168</b>	<b>5,255</b>	<b>5,111</b>	<b>5,200</b>	<b>5,439</b>	<b>6,853</b>	<b>62,269</b>
Nondurable goods, total . . . . .	2,747	2,650	3,046	2,948	3,047	3,076	3,080	3,162	3,073	3,139	3,356	4,219	37,543
Dept. stores (excl. leased depts.) . . . . .	247	274	346	364	396	404	329	378	388	413	523	863	4,925
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	255	281	356	373	404	413	336	386	398	423	533	878	5,036
GAF, total <sup>2</sup> . . . . .	941	962	1,139	1,141	1,210	1,233	1,156	1,240	1,255	1,305	1,554	2,421	15,557
<b>New York, total</b> . . . . .	<b>8,002</b>	<b>8,288</b>	<b>9,239</b>	<b>9,347</b>	<b>9,795</b>	<b>10,099</b>	<b>9,605</b>	<b>10,087</b>	<b>9,880</b>	<b>9,793</b>	<b>10,069</b>	<b>12,112</b>	<b>116,316</b>
Durable goods, total . . . . .	2,740	3,080	3,499	3,697	3,887	4,136	3,819	4,070	3,880	3,645	3,691	4,170	44,314
Nondurable goods, total . . . . .	5,262	5,208	5,740	5,650	5,908	5,963	5,786	6,017	6,000	6,148	6,378	7,942	72,002
Dept. stores (excl. leased depts.) . . . . .	486	532	660	684	765	756	633	724	756	807	961	1,522	9,286
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	520	557	687	714	797	787	662	754	790	838	993	1,582	9,681
GAF, total <sup>2</sup> . . . . .	1,922	1,942	2,316	2,360	2,529	2,576	2,283	2,525	2,633	2,751	3,133	4,876	31,846
<b>North Carolina, total</b> . . . . .	<b>2,879</b>	<b>3,056</b>	<b>3,596</b>	<b>3,590</b>	<b>3,727</b>	<b>3,671</b>	<b>3,621</b>	<b>3,841</b>	<b>3,420</b>	<b>3,570</b>	<b>3,749</b>	<b>4,569</b>	<b>43,289</b>
Nondurable goods, total . . . . .	1,691	1,732	1,987	2,019	2,069	2,059	2,097	2,161	2,031	2,106	2,200	2,778	24,930
Dept. stores (excl. leased depts.) . . . . .	163	173	241	255	259	253	241	265	252	279	338	536	3,255
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	168	180	249	263	266	260	248	273	260	286	346	550	3,349
GAF, total <sup>2</sup> . . . . .	562	601	760	799	832	812	783	874	800	850	1,008	1,637	10,318
<b>Ohio, total</b> . . . . .	<b>4,504</b>	<b>4,656</b>	<b>5,411</b>	<b>5,481</b>	<b>5,798</b>	<b>5,803</b>	<b>5,445</b>	<b>5,664</b>	<b>5,374</b>	<b>5,521</b>	<b>5,737</b>	<b>6,953</b>	<b>66,347</b>
Nondurable goods, total . . . . .	2,910	2,895	3,227	3,268	3,449	3,374	3,338	3,524	3,408	3,609	3,741	4,601	41,344
Dept. stores (excl. leased depts.) . . . . .	369	374	506	514	548	522	486	562	531	633	731	1,114	6,890
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	398	400	540	548	583	557	518	597	568	658	760	1,164	7,291
GAF, total <sup>2</sup> . . . . .	948	952	1,219	1,210	1,265	1,265	1,184	1,322	1,253	1,412	1,645	2,556	16,231

See footnotes on next page.

**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Pennsylvania, total</b> . . . . .	5,762	5,981	6,810	6,858	7,164	7,145	6,821	7,141	6,739	6,981	7,326	8,583	83,311
Durable goods, total . . . . .	2,030	2,338	2,718	2,819	2,943	2,996	2,697	2,854	2,551	2,540	2,575	2,831	31,892
Nondurable goods, total . . . . .	3,732	3,643	4,092	4,039	4,221	4,149	4,124	4,287	4,188	4,441	4,751	5,752	51,419
Dept. stores (excl. leased depts.) . . . . .	398	410	560	569	608	597	529	591	586	659	861	1,266	7,634
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	422	430	587	595	633	621	551	616	609	686	894	1,309	7,953
GAF, total <sup>2</sup> . . . . .	1,136	1,151	1,479	1,446	1,520	1,517	1,406	1,567	1,532	1,668	2,089	3,174	19,685
<b>Tennessee, total</b> . . . . .	1,842	2,000	2,315	2,320	2,408	2,383	2,383	2,544	2,303	2,402	2,467	2,976	28,343
Nondurable goods, total . . . . .	1,149	1,181	1,355	1,361	1,414	1,395	1,433	1,501	1,390	1,459	1,523	1,894	17,055
Dept. stores (excl. leased depts.) . . . . .	172	180	253	252	259	252	242	260	243	283	341	521	3,258
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	178	186	259	258	265	258	248	266	249	289	348	532	3,336
GAF, total <sup>2</sup> . . . . .	441	456	576	576	593	573	580	647	594	658	765	1,180	7,639
<b>Texas, total</b> . . . . .	7,633	7,805	8,958	8,984	9,288	9,199	9,133	9,629	8,700	8,920	9,100	11,337	108,686
Durable goods, total . . . . .	2,675	2,844	3,301	3,368	3,579	3,577	3,450	3,631	3,117	3,262	3,086	3,564	39,454
Nondurable goods, total . . . . .	4,958	4,961	5,657	5,616	5,709	5,622	5,683	5,998	5,583	5,658	6,014	7,773	69,232
Dept. stores (excl. leased depts.) . . . . .	630	655	857	825	872	842	851	952	819	885	1,056	1,778	11,022
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	649	673	877	846	893	861	871	970	839	906	1,078	1,810	11,273
GAF, total <sup>2</sup> . . . . .	1,810	1,829	2,251	2,197	2,259	2,190	2,179	2,447	2,159	2,253	2,687	4,462	28,723
<b>Virginia, total</b> . . . . .	3,218	3,348	3,838	3,829	3,947	3,984	3,925	3,981	3,821	3,927	3,994	4,898	46,710
Nondurable goods, total . . . . .	1,866	1,830	2,101	2,114	2,236	2,223	2,180	2,274	2,217	2,318	2,437	3,095	26,891
Dept. stores (excl. leased depts.) . . . . .	181	187	251	261	268	261	242	262	272	300	366	583	3,434
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	187	195	260	270	276	269	249	269	280	308	377	599	3,539
GAF, total <sup>2</sup> . . . . .	661	657	813	822	856	870	826	918	912	965	1,144	1,907	11,351
<b>Wisconsin, total</b> . . . . .	2,311	2,365	2,784	2,862	2,946	3,068	2,948	3,010	2,899	2,982	3,061	3,541	34,777
Durable goods, total . . . . .	947	1,061	1,299	1,312	1,332	1,415	1,282	1,320	1,221	1,263	1,208	1,316	14,976
Nondurable goods, total . . . . .	1,364	1,304	1,485	1,550	1,614	1,653	1,666	1,690	1,678	1,719	1,853	2,225	19,801
Dept. stores (excl. leased depts.) . . . . .	153	156	207	216	226	221	205	235	229	245	308	453	2,854
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	158	161	213	222	233	227	210	241	237	252	318	466	2,938
GAF, total <sup>2</sup> . . . . .	407	411	509	530	556	545	515	592	562	604	724	1,006	6,961

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>California, total</b> . . . . .	13,742	13,580	15,344	15,742	16,238	16,095	16,276	16,674	15,795	16,270	16,236	20,131	192,123
Durable goods, total . . . . .	4,892	5,161	6,016	6,100	6,318	6,315	6,326	6,608	6,265	6,212	6,138	7,157	73,508
Nondurable goods, total . . . . .	8,850	8,419	9,328	9,642	9,920	9,780	9,950	10,066	9,530	10,058	10,098	12,974	118,615
Dept. stores (excl. leased depts.) . . . . .	953	960	1,111	1,205	1,255	1,209	1,164	1,315	1,195	1,304	1,579	2,696	15,946
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	987	990	1,150	1,246	1,293	1,247	1,202	1,354	1,228	1,341	1,615	2,760	16,413
GAF, total <sup>2</sup> . . . . .	3,276	3,206	3,622	3,748	3,893	3,868	3,812	4,177	3,862	4,093	4,710	7,654	49,921
<b>Florida, total</b> . . . . .	6,778	6,525	7,256	7,380	7,417	7,397	7,433	7,534	7,160	7,522	7,659	10,056	90,117
Durable goods, total . . . . .	2,847	2,635	2,900	3,017	3,026	3,190	3,156	3,186	3,176	3,248	3,115	4,159	37,655
Nondurable goods, total . . . . .	3,931	3,890	4,356	4,363	4,391	4,207	4,277	4,348	3,984	4,274	4,544	5,897	52,462
Dept. stores (excl. leased depts.) . . . . .	491	511	626	604	613	572	574	633	551	619	758	1,218	7,770
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	513	534	650	631	632	593	593	651	568	641	781	1,251	8,038
GAF, total <sup>2</sup> . . . . .	1,523	1,573	1,794	1,791	1,810	1,697	1,648	1,779	1,660	1,809	2,152	3,456	22,692
<b>Illinois, total</b> . . . . .	5,085	5,171	5,964	6,277	6,497	6,637	6,311	6,335	6,160	6,420	6,405	7,848	75,110
Nondurable goods, total . . . . .	3,496	3,410	3,861	4,017	4,193	4,185	3,996	4,016	3,995	4,316	4,327	5,420	49,232
Dept. stores (excl. leased depts.) . . . . .	391	407	504	537	594	541	505	582	536	608	694	1,097	6,996
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	408	426	527	555	616	563	527	601	556	629	716	1,134	7,258
GAF, total <sup>2</sup> . . . . .	1,131	1,141	1,355	1,444	1,524	1,458	1,392	1,507	1,412	1,551	1,737	2,722	18,374
<b>Indiana, total</b> . . . . .	2,279	2,363	2,655	2,876	2,957	2,876	2,958	2,949	2,698	2,842	2,745	3,268	33,466
Nondurable goods, total . . . . .	1,582	1,499	1,723	1,820	1,875	1,706	1,837	1,862	1,737	1,892	1,918	2,370	21,821
Dept. stores (excl. leased depts.) . . . . .	183	186	242	255	277	249	244	281	246	289	342	540	3,334
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	191	193	250	263	286	255	250	289	253	297	352	555	3,434
GAF, total <sup>2</sup> . . . . .	445	441	531	535	579	539	532	606	544	599	700	1,122	7,173
<b>Louisiana, total</b> . . . . .	1,762	1,720	1,910	2,049	2,033	1,993	2,068	2,000	1,852	1,902	1,845	2,281	23,415
Nondurable goods, total . . . . .	1,251	1,173	1,292	1,365	1,416	1,370	1,393	1,379	1,287	1,351	1,323	1,639	16,239
Dept. stores (excl. leased depts.) . . . . .	147	151	191	211	215	200	201	212	178	204	240	376	2,526
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	152	156	197	215	219	203	204	216	182	207	245	381	2,577
GAF, total <sup>2</sup> . . . . .	413	410	461	510	538	496	491	501	442	482	535	902	6,181
<b>Maryland, total</b> . . . . .	2,247	2,308	2,711	2,823	2,950	3,017	2,899	2,922	2,786	2,853	2,828	3,715	34,059
Nondurable goods, total . . . . .	1,329	1,281	1,409	1,480	1,556	1,494	1,506	1,573	1,473	1,581	1,615	2,140	18,437
Dept. stores (excl. leased depts.) . . . . .	151	171	219	242	248	232	217	243	241	264	318	503	3,049
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	158	177	226	249	256	238	221	248	246	272	325	514	3,130
GAF, total <sup>2</sup> . . . . .	525	524	622	689	703	670	651	717	706	750	842	1,400	8,799
<b>Massachusetts, total</b> . . . . .	2,768	2,778	3,086	3,176	3,438	3,507	3,402	3,453	3,551	3,583	3,660	4,431	40,833
Nondurable goods, total . . . . .	1,955	1,901	2,037	2,117	2,286	2,218	2,131	2,257	2,242	2,350	2,483	3,018	26,995
Dept. stores (excl. leased depts.) . . . . .	187	214	258	279	313	290	264	299	295	320	390	593	3,702
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	195	221	269	291	324	302	274	309	304	331	402	613	3,835
GAF, total <sup>2</sup> . . . . .	694	704	768	827	897	886	834	936	987	977	1,095	1,717	11,322
<b>Michigan, total</b> . . . . .	3,944	4,156	4,738	4,927	5,118	5,107	5,022	5,067	4,798	4,980	4,863	5,867	58,587
Durable goods, total . . . . .	1,519	1,865	2,182	2,274	2,308	2,380	2,213	2,228	2,070	2,094	2,009	2,233	25,375
Nondurable goods, total . . . . .	2,425	2,291	2,556	2,653	2,810	2,727	2,809	2,839	2,728	2,886	2,854	3,634	33,212
Dept. stores (excl. leased depts.) . . . . .	432	413	503	534	579	555	520	565	545	615	690	1,009	6,960
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	441	421	513	549	591	565	529	577	554	631	703	1,032	7,106
GAF, total <sup>2</sup> . . . . .	1,070	1,017	1,185	1,261	1,320	1,263	1,197	1,266	1,242	1,354	1,538	2,370	16,083
<b>Minnesota, total</b> . . . . .	1,901	1,843	2,138	2,216	2,228	2,288	2,248	2,329	2,240	2,291	2,152	2,735	26,609
Nondurable goods, total . . . . .	1,402	1,279	1,431	1,442	1,481	1,491	1,494	1,499	1,456	1,503	1,460	1,923	17,861
Dept. stores (excl. leased depts.) . . . . .	161	163	195	210	222	213	202	238	215	248	268	409	2,744
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	169	169	202	216	230	220	208	245	223	256	276	423	2,837
GAF, total <sup>2</sup> . . . . .	451	433	512	537	554	545	523	604	569	604	655	1,006	6,993
<b>Missouri, total</b> . . . . .	2,350	2,405	2,830	2,986	2,996	3,006	3,007	2,979	2,856	3,046	2,880	3,408	34,749
Nondurable goods, total . . . . .	1,498	1,429	1,600	1,680	1,753	1,668	1,672	1,699	1,661	1,771	1,728	2,137	20,296
Dept. stores (excl. leased depts.) . . . . .	214	215	271	293	316	282	274	307	279	312	367	563	3,693
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	216	220	278	302	323	290	280	313	284	318	372	570	3,766
GAF, total <sup>2</sup> . . . . .	533	515	613	660	714	654	659	683	637	721	763	1,193	8,345
<b>New Jersey, total</b> . . . . .	3,858	3,817	4,360	4,560	4,743	4,872	4,882	4,897	4,806	4,922	4,925	6,421	57,063
Nondurable goods, total . . . . .	2,478	2,388	2,626	2,706	2,815	2,786	2,830	2,869	2,831	3,003	3,043	3,858	34,233
Dept. stores (excl. leased depts.) . . . . .	236	271	325	359	403	386	321	383	377	415	504	814	4,794
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	244	278	333	367	411	394	328	391	386	425	516	829	4,902
GAF, total <sup>2</sup> . . . . .	864	908	1,049	1,147	1,199	1,182	1,116	1,223	1,238	1,285	1,454	2,265	14,930
<b>New York, total</b> . . . . .	7,418	7,343	8,383	8,712	8,841	9,107	8,865	9,170	8,989	8,956	8,903	10,980	105,667
Durable goods, total . . . . .	2,369	2,557	3,159	3,360	3,303	3,682	3,510	3,582	3,441	3,099	3,039	3,683	38,784
Nondurable goods, total . . . . .	5,049	4,786	5,224	5,352	5,538	5,425	5,355	5,588	5,548	5,857	5,864	7,297	66,883
Dept. stores (excl. leased depts.) . . . . .	468	527	622	692	766	734	620	725	740	804	940	1,488	9,126
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	501	551	655	726	796	764	645	752	769	835	974	1,545	9,513
GAF, total <sup>2</sup> . . . . .	1,827	1,814	2,098	2,287	2,375	2,351	2,127	2,292	2,391	2,477	2,717	4,274	29,030
<b>North Carolina, total</b> . . . . .	2,673	2,519	2,965	3,197	3,394	3,306	3,436	3,542	3,343	3,451	3,385	4,226	39,437
Nondurable goods, total . . . . .	1,608	1,559	1,801	1,912	2,000	1,914	1,959	2,017	1,891	2,035	2,055	2,579	23,330
Dept. stores (excl. leased depts.) . . . . .	143	145	201	251	247	227	218	242	220	253	304	485	2,936
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	149	152	208	259	254	233	224	249	228	260	313	501	3,030
GAF, total <sup>2</sup> . . . . .	516	527	669	759	778	718	694	767	702	798	905	1,500	9,333
<b>Ohio, total</b> . . . . .	4,292	4,424	5,033	5,289	5,686	5,544	5,474	5,644	5,204	5,351	5,344	6,397	63,682
Nondurable goods, total . . . . .	2,873	2,781	3,018	3,216	3,392	3,215	3,258	3,393	3,171	3,423	3,489	4,272	39,501
Dept. stores (excl. leased depts.) . . . . .	362	374	475	525	561	504	490	573	516	585	679	1,092	6,736
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	383	393	497	555	594	537	519	602	545	618	713	1,154	7,110
GAF, total <sup>2</sup> . . . . .	874	868	1,048	1,141	1,207	1,130	1,112	1,258	1,168	1,293	1,469	2,368	14,936

See footnotes on next page.



**Table 10. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Large States: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1987												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Pennsylvania, total</b> .....	<b>5,055</b>	<b>5,274</b>	<b>6,014</b>	<b>6,306</b>	<b>6,527</b>	<b>6,698</b>	<b>6,661</b>	<b>6,725</b>	<b>6,466</b>	<b>6,706</b>	<b>6,681</b>	<b>7,966</b>	<b>77,079</b>
Durable goods, total .....	1,556	1,834	2,230	2,347	2,400	2,758	2,687	2,700	2,571	2,449	2,310	2,641	28,483
Nondurable goods, total .....	3,499	3,440	3,784	3,959	4,127	3,940	3,974	4,025	3,895	4,257	4,371	5,325	48,596
Dept. stores (excl. leased depts.) .....	372	385	504	558	606	566	520	602	570	627	820	1,214	7,344
Dept. stores (incl. leased depts.) <sup>1</sup> .....	392	403	527	581	629	588	540	627	593	654	851	1,256	7,641
GAF, total <sup>2</sup> .....	1,002	1,067	1,263	1,392	1,455	1,396	1,329	1,488	1,437	1,573	1,904	2,956	18,262
<b>Tennessee, total</b> .....	<b>1,755</b>	<b>1,795</b>	<b>2,105</b>	<b>2,243</b>	<b>2,362</b>	<b>2,309</b>	<b>2,322</b>	<b>2,428</b>	<b>2,177</b>	<b>2,260</b>	<b>2,238</b>	<b>2,686</b>	<b>26,680</b>
Nondurable goods, total .....	1,116	1,116	1,269	1,352	1,452	1,373	1,384	1,443	1,303	1,417	1,421	1,727	16,373
Dept. stores (excl. leased depts.) .....	158	163	216	234	250	221	223	250	226	269	312	482	3,004
Dept. stores (incl. leased depts.) <sup>1</sup> .....	164	168	222	240	256	229	227	256	231	276	319	494	3,082
GAF, total <sup>2</sup> .....	415	402	474	534	557	516	501	574	524	588	666	1,030	6,781
<b>Texas, total</b> .....	<b>7,829</b>	<b>7,592</b>	<b>8,497</b>	<b>8,927</b>	<b>9,202</b>	<b>9,174</b>	<b>9,446</b>	<b>9,631</b>	<b>8,644</b>	<b>8,835</b>	<b>8,649</b>	<b>10,789</b>	<b>107,215</b>
Durable goods, total .....	2,649	2,652	3,073	3,303	3,380	3,521	3,657	3,695	3,187	3,177	2,953	3,499	38,746
Nondurable goods, total .....	5,180	4,940	5,424	5,624	5,822	5,653	5,789	5,936	5,457	5,658	5,696	7,290	68,469
Dept. stores (excl. leased depts.) .....	625	639	784	815	861	787	790	896	752	820	943	1,587	10,299
Dept. stores (incl. leased depts.) <sup>1</sup> .....	646	660	810	842	888	818	810	915	772	842	962	1,622	10,587
GAF, total <sup>2</sup> .....	1,898	1,858	2,110	2,205	2,281	2,188	2,178	2,437	2,138	2,231	2,518	4,219	28,261
<b>Virginia, total</b> .....	<b>2,781</b>	<b>2,951</b>	<b>3,461</b>	<b>3,657</b>	<b>3,828</b>	<b>3,814</b>	<b>3,909</b>	<b>3,864</b>	<b>3,664</b>	<b>3,824</b>	<b>3,585</b>	<b>4,600</b>	<b>43,938</b>
Nondurable goods, total .....	1,707	1,737	1,963	2,063	2,216	2,126	2,126	2,165	2,034	2,152	2,194	2,892	25,375
Dept. stores (excl. leased depts.) .....	161	176	234	262	281	253	242	262	263	286	352	549	3,321
Dept. stores (incl. leased depts.) <sup>1</sup> .....	167	182	241	271	290	261	248	269	271	295	362	565	3,422
GAF, total <sup>2</sup> .....	566	587	696	778	822	786	754	835	824	879	1,057	1,762	10,346
<b>Wisconsin, total</b> .....	<b>2,090</b>	<b>2,085</b>	<b>2,438</b>	<b>2,583</b>	<b>2,536</b>	<b>2,552</b>	<b>2,533</b>	<b>2,690</b>	<b>2,600</b>	<b>2,765</b>	<b>2,751</b>	<b>3,130</b>	<b>30,753</b>
Durable goods, total .....	811	903	1,101	1,102	1,002	1,036	1,007	1,142	1,109	1,158	1,055	1,127	12,553
Nondurable goods, total .....	1,279	1,182	1,337	1,481	1,534	1,516	1,526	1,548	1,491	1,607	1,696	2,003	18,200
Dept. stores (excl. leased depts.) .....	154	152	195	210	225	204	193	233	208	235	284	422	2,715
Dept. stores (incl. leased depts.) <sup>1</sup> .....	158	156	202	216	231	210	198	240	216	240	292	433	2,792
GAF, total <sup>2</sup> .....	413	397	477	519	547	519	480	562	517	566	645	934	6,576

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:  
January 1987 to December 1996**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1996												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	Total
<b>Atlanta, GA MSA, total</b> . . . . .	<b>2,432</b>	<b>2,529</b>	<b>2,829</b>	<b>2,746</b>	<b>2,979</b>	<b>2,804</b>	<b>2,861</b>	<b>2,978</b>	<b>2,717</b>	<b>2,877</b>	<b>3,011</b>	<b>3,593</b>	<b>34,356</b>
Nondurable goods, total . . . . .	1,307	1,387	1,535	1,499	1,616	1,534	1,539	1,644	1,512	1,613	1,746	2,102	19,034
Dept. stores (excl. leased depts.) . . . . .	182	224	256	253	285	267	260	301	272	290	365	525	3,480
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	186	230	263	260	291	273	266	308	278	296	373	534	3,558
GAF, total <sup>3</sup> . . . . .	696	757	863	827	915	875	926	1,016	895	958	1,146	1,673	11,547
<b>Baltimore, MD MSA, total</b> . . . . .	<b>1,412</b>	<b>1,489</b>	<b>1,694</b>	<b>1,653</b>	<b>1,818</b>	<b>1,732</b>	<b>1,640</b>	<b>1,683</b>	<b>1,606</b>	<b>1,698</b>	<b>1,706</b>	<b>2,026</b>	<b>20,157</b>
Nondurable goods, total . . . . .	837	900	968	961	1,034	974	950	1,013	961	1,011	1,057	1,319	11,985
Dept. stores (excl. leased depts.) . . . . .	85	110	131	136	149	138	128	150	141	160	204	314	1,846
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	88	115	136	142	154	143	132	154	145	164	210	320	1,903
GAF, total <sup>3</sup> . . . . .	333	383	446	443	474	452	425	479	446	486	582	863	5,812
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	<b>2,546</b>	<b>2,738</b>	<b>2,922</b>	<b>2,961</b>	<b>3,174</b>	<b>3,077</b>	<b>2,910</b>	<b>3,142</b>	<b>3,011</b>	<b>3,113</b>	<b>3,192</b>	<b>3,749</b>	<b>36,535</b>
Nondurable goods, total . . . . .	1,672	1,758	1,855	1,856	1,981	1,922	1,765	1,963	1,904	1,942	2,114	2,473	23,205
Dept. stores (excl. leased depts.) . . . . .	120	149	166	178	200	190	165	202	198	208	259	399	2,434
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	124	155	173	185	207	196	171	209	204	215	268	409	2,516
GAF, total <sup>3</sup> . . . . .	550	618	686	693	776	724	669	812	773	797	944	1,420	9,462
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	<b>5,696</b>	<b>5,834</b>	<b>6,548</b>	<b>6,365</b>	<b>6,886</b>	<b>6,649</b>	<b>6,959</b>	<b>6,812</b>	<b>6,456</b>	<b>6,954</b>	<b>7,046</b>	<b>8,130</b>	<b>80,335</b>
Nondurable goods, total . . . . .	3,298	3,434	3,791	3,723	4,002	3,864	3,794	3,964	3,843	4,157	4,445	5,280	47,595
Dept. stores (excl. leased depts.) . . . . .	434	484	565	575	625	615	553	641	607	666	801	1,193	7,759
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	446	500	581	592	643	632	568	658	623	685	823	1,223	7,974
GAF, total <sup>3</sup> . . . . .	1,363	1,461	1,673	1,669	1,803	1,778	1,672	1,875	1,763	1,886	2,207	3,236	22,386
<b>Chicago, IL PMSA, total</b> . . . . .	<b>4,285</b>	<b>4,394</b>	<b>4,946</b>	<b>4,746</b>	<b>5,184</b>	<b>4,967</b>	<b>5,329</b>	<b>5,131</b>	<b>4,885</b>	<b>5,236</b>	<b>5,315</b>	<b>6,140</b>	<b>60,558</b>
Nondurable goods, total . . . . .	2,452	2,570	2,845	2,779	2,992	2,888	2,812	2,912	2,848	3,083	3,311	3,984	35,476
Dept. stores (excl. leased depts.) . . . . .	319	360	417	426	463	454	405	468	448	497	585	878	5,720
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	329	373	431	441	478	468	417	483	462	512	602	902	5,898
GAF, total <sup>3</sup> . . . . .	1,039	1,123	1,280	1,274	1,376	1,359	1,275	1,424	1,345	1,454	1,674	2,434	17,057
<b>Chicago, IL City, total</b> . . . . .	<b>1,153</b>	<b>1,118</b>	<b>1,278</b>	<b>1,247</b>	<b>1,382</b>	<b>1,335</b>	<b>1,323</b>	<b>1,308</b>	<b>1,301</b>	<b>1,430</b>	<b>1,459</b>	<b>1,629</b>	<b>15,963</b>
Nondurable goods, total . . . . .	831	808	927	906	941	970	951	953	965	1,067	1,111	1,261	11,691
Dept. stores (excl. leased depts.) . . . . .	79	90	102	106	117	113	99	112	112	127	138	209	1,404
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	84	96	107	111	123	118	104	118	117	133	145	219	1,475
GAF, total <sup>3</sup> . . . . .	270	294	339	336	366	366	319	370	360	409	447	605	4,481
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	<b>1,169</b>	<b>1,205</b>	<b>1,359</b>	<b>1,375</b>	<b>1,523</b>	<b>1,439</b>	<b>1,401</b>	<b>1,477</b>	<b>1,366</b>	<b>1,504</b>	<b>1,487</b>	<b>1,765</b>	<b>17,070</b>
Nondurable goods, total . . . . .	728	727	814	812	877	832	840	883	815	870	905	1,095	10,198
Dept. stores (excl. leased depts.) . . . . .	91	102	125	123	148	138	127	152	153	159	193	282	1,793
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	94	105	129	127	152	142	130	156	157	163	198	287	1,840
GAF, total <sup>3</sup> . . . . .	289	316	347	338	406	383	373	411	388	416	506	758	4,931
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	<b>1,850</b>	<b>1,945</b>	<b>2,136</b>	<b>2,212</b>	<b>2,549</b>	<b>2,389</b>	<b>2,362</b>	<b>2,378</b>	<b>2,139</b>	<b>2,309</b>	<b>2,266</b>	<b>2,766</b>	<b>27,301</b>
Nondurable goods, total . . . . .	1,080	1,076	1,211	1,208	1,307	1,258	1,259	1,305	1,216	1,274	1,327	1,656	15,177
Dept. stores (excl. leased depts.) . . . . .	133	147	176	176	193	188	176	202	183	192	243	370	2,379
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	137	153	183	183	201	195	182	210	190	199	252	378	2,463
GAF, total <sup>3</sup> . . . . .	411	438	501	490	531	514	492	563	514	557	677	1,012	6,700
<b>Cleveland, OH PMSA, total</b> . . . . .	<b>1,137</b>	<b>1,239</b>	<b>1,391</b>	<b>1,374</b>	<b>1,656</b>	<b>1,519</b>	<b>1,505</b>	<b>1,534</b>	<b>1,380</b>	<b>1,456</b>	<b>1,423</b>	<b>1,767</b>	<b>17,381</b>
Dept. stores (excl. leased depts.) . . . . .	84	94	111	112	123	119	111	127	117	124	154	233	1,509
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	87	98	116	116	128	124	115	131	121	129	160	239	1,564
GAF, total <sup>3</sup> . . . . .	268	287	325	317	344	330	316	361	336	365	437	637	4,323
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	<b>3,325</b>	<b>3,381</b>	<b>3,820</b>	<b>3,772</b>	<b>4,076</b>	<b>3,818</b>	<b>3,807</b>	<b>3,880</b>	<b>3,567</b>	<b>3,850</b>	<b>3,888</b>	<b>4,606</b>	<b>45,790</b>
Nondurable goods, total . . . . .	1,794	1,772	1,999	1,986	2,110	1,995	2,016	2,082	1,901	2,029	2,101	2,567	24,352
Dept. stores (excl. leased depts.) . . . . .	285	313	359	353	395	364	354	398	350	379	446	715	4,711
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	290	319	366	360	403	371	359	405	355	385	453	726	4,792
GAF, total <sup>3</sup> . . . . .	879	888	1,018	1,010	1,111	1,036	1,026	1,140	997	1,086	1,285	1,994	13,470
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	<b>1,591</b>	<b>1,683</b>	<b>1,891</b>	<b>1,910</b>	<b>2,124</b>	<b>2,080</b>	<b>2,047</b>	<b>2,097</b>	<b>1,932</b>	<b>1,948</b>	<b>2,020</b>	<b>2,419</b>	<b>23,742</b>
Nondurable goods, total . . . . .	804	818	909	924	1,020	955	941	997	920	948	985	1,240	11,461
Dept. stores (excl. leased depts.) . . . . .	127	137	156	160	187	178	166	190	165	176	203	325	2,170
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	129	141	159	164	192	182	169	194	169	179	208	329	2,215
GAF, total <sup>3</sup> . . . . .	433	470	515	513	582	547	535	612	529	548	635	1,001	6,920
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	<b>3,575</b>	<b>3,682</b>	<b>3,963</b>	<b>3,900</b>	<b>4,327</b>	<b>4,089</b>	<b>3,920</b>	<b>4,130</b>	<b>3,901</b>	<b>4,164</b>	<b>4,244</b>	<b>5,021</b>	<b>48,916</b>
Nondurable goods, total . . . . .	2,227	2,239	2,452	2,417	2,555	2,512	2,379	2,535	2,370	2,545	2,636	3,109	29,976
Dept. stores (excl. leased depts.) . . . . .	369	384	434	448	492	487	447	493	467	511	589	854	5,975
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	377	395	445	460	502	496	456	503	477	522	601	870	6,104
GAF, total <sup>3</sup> . . . . .	933	955	1,055	1,060	1,139	1,124	1,071	1,194	1,124	1,205	1,414	2,094	14,368
<b>Detroit, MI PMSA, total</b> . . . . .	<b>3,275</b>	<b>3,394</b>	<b>3,643</b>	<b>3,594</b>	<b>3,992</b>	<b>3,778</b>	<b>3,633</b>	<b>3,819</b>	<b>3,599</b>	<b>3,808</b>	<b>3,913</b>	<b>4,657</b>	<b>45,105</b>
Nondurable goods, total . . . . .	2,096	2,108	2,314	2,285	2,406	2,378	2,256	2,397	2,244	2,405	2,485	2,929	28,303
Dept. stores (excl. leased depts.) . . . . .	341	356	403	417	455	451	415	456	433	474	550	798	5,549
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	349	367	413	428	466	461	423	467	443	486	562	815	5,680
GAF, total <sup>3</sup> . . . . .	858	888	980	989	1,057	1,043	1,003	1,113	1,042	1,127	1,325	1,960	13,385
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	<b>2,624</b>	<b>2,635</b>	<b>2,997</b>	<b>2,864</b>	<b>3,042</b>	<b>2,901</b>	<b>3,001</b>	<b>3,102</b>	<b>2,789</b>	<b>2,984</b>	<b>2,990</b>	<b>3,618</b>	<b>35,547</b>
Nondurable goods, total . . . . .	1,645	1,646	1,819	1,767	1,889	1,763	1,817	1,930	1,707	1,858	1,918	2,343	22,102
Dept. stores (excl. leased depts.) . . . . .	248	269	318	310	341	318	319	355	300	326	384	607	4,095
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	253	275	325	316	347	324	324	361	305	332	393	619	4,174
GAF, total <sup>3</sup> . . . . .	706	735	862	800	869	821	828	921	783	825	955	1,487	10,592

See footnotes at end of list of areas.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	2,424	2,407	2,737	2,627	2,774	2,644	2,750	2,824	2,538	2,740	2,728	3,287	32,480
Nondurable goods, total	1,490	1,483	1,627	1,585	1,689	1,568	1,624	1,727	1,523	1,674	1,729	2,110	19,829
Dept. stores (excl. leased depts.)	210	227	269	262	288	267	266	299	254	276	326	517	3,461
Dept. stores (incl. leased depts.) <sup>2</sup>	213	232	275	267	293	271	270	305	258	281	334	528	3,527
GAF, total <sup>3</sup>	644	664	780	724	785	741	743	827	707	742	861	1,347	9,565
<b>Kansas City, MO-KS MSA, total</b>	<b>1,170</b>	<b>1,235</b>	<b>1,443</b>	<b>1,425</b>	<b>1,505</b>	<b>1,539</b>	<b>1,500</b>	<b>1,540</b>	<b>1,453</b>	<b>1,497</b>	<b>1,500</b>	<b>1,724</b>	<b>17,531</b>
Dept. stores (excl. leased depts.)	112	121	142	139	155	149	139	161	141	152	184	269	1,864
Dept. stores (incl. leased depts.) <sup>2</sup>	113	123	144	141	158	151	141	164	143	155	187	272	1,892
GAF, total <sup>3</sup>	282	305	344	335	367	353	345	400	337	355	432	650	4,505
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>9,714</b>	<b>9,925</b>	<b>10,798</b>	<b>10,589</b>	<b>11,264</b>	<b>10,846</b>	<b>10,963</b>	<b>11,254</b>	<b>10,464</b>	<b>10,976</b>	<b>11,171</b>	<b>13,291</b>	<b>131,255</b>
Nondurable goods, total	5,457	5,530	5,965	5,888	6,233	6,061	6,116	6,366	5,912	6,214	6,532	7,995	74,269
Dept. stores (excl. leased depts.)	636	662	749	784	831	789	752	837	777	824	990	1,633	10,264
Dept. stores (incl. leased depts.) <sup>2</sup>	651	678	768	804	851	808	770	855	794	842	1,011	1,660	10,492
GAF, total <sup>3</sup>	2,448	2,502	2,754	2,761	2,912	2,857	2,795	3,098	2,840	3,035	3,467	5,065	36,534
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>2,107</b>	<b>2,028</b>	<b>2,282</b>	<b>2,140</b>	<b>2,304</b>	<b>2,213</b>	<b>2,244</b>	<b>2,341</b>	<b>2,187</b>	<b>2,300</b>	<b>2,347</b>	<b>2,746</b>	<b>27,239</b>
Dept. stores (excl. leased depts.)	123	129	145	154	164	155	149	166	153	161	196	333	2,028
Dept. stores (incl. leased depts.) <sup>2</sup>	126	133	150	159	168	159	153	170	157	165	201	339	2,080
GAF, total <sup>3</sup>	546	544	601	586	630	619	617	684	607	631	718	991	7,774
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>5,610</b>	<b>5,788</b>	<b>6,206</b>	<b>6,187</b>	<b>6,532</b>	<b>6,318</b>	<b>6,393</b>	<b>6,565</b>	<b>6,067</b>	<b>6,408</b>	<b>6,438</b>	<b>7,682</b>	<b>76,194</b>
Nondurable goods, total	3,110	3,134	3,404	3,422	3,614	3,468	3,467	3,638	3,374	3,585	3,738	4,485	42,439
Dept. stores (excl. leased depts.)	332	343	386	409	435	414	393	439	413	431	516	855	5,366
Dept. stores (incl. leased depts.) <sup>2</sup>	339	353	397	420	447	423	401	449	423	441	527	870	5,490
GAF, total <sup>3</sup>	1,394	1,425	1,562	1,590	1,676	1,653	1,620	1,797	1,685	1,793	2,010	2,957	21,162
<b>Los Angeles, CA City, total</b>	<b>1,854</b>	<b>1,885</b>	<b>1,980</b>	<b>1,946</b>	<b>2,044</b>	<b>2,038</b>	<b>2,056</b>	<b>2,070</b>	<b>1,924</b>	<b>2,088</b>	<b>2,062</b>	<b>2,457</b>	<b>24,404</b>
Nondurable goods, total	1,117	1,078	1,192	1,176	1,219	1,187	1,222	1,255	1,162	1,258	1,288	1,463	14,617
Dept. stores (excl. leased depts.)	75	81	89	94	101	94	90	97	93	97	128	203	1,242
Dept. stores (incl. leased depts.) <sup>2</sup>	77	83	92	97	105	97	93	100	95	100	131	207	1,277
GAF, total <sup>3</sup>	437	457	486	481	500	480	478	500	476	531	580	818	6,224
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>3,279</b>	<b>3,378</b>	<b>3,606</b>	<b>3,428</b>	<b>3,694</b>	<b>3,389</b>	<b>3,488</b>	<b>3,658</b>	<b>3,457</b>	<b>3,613</b>	<b>3,744</b>	<b>4,290</b>	<b>43,024</b>
Nondurable goods, total	1,733	1,838	1,979	1,873	1,937	1,849	1,883	1,991	1,888	1,991	2,095	2,437	23,494
Dept. stores (excl. leased depts.)	183	213	225	221	231	219	215	256	210	236	302	467	2,978
Dept. stores (incl. leased depts.) <sup>2</sup>	189	220	233	229	238	226	221	264	217	242	310	476	3,065
GAF, total <sup>3</sup>	738	803	838	838	859	794	793	904	767	848	1,025	1,559	10,766
<b>Miami-Hialeah, FL PMSA, total</b>	<b>1,742</b>	<b>1,738</b>	<b>1,842</b>	<b>1,809</b>	<b>1,881</b>	<b>1,756</b>	<b>1,848</b>	<b>1,955</b>	<b>1,824</b>	<b>1,875</b>	<b>1,951</b>	<b>2,279</b>	<b>22,500</b>
Nondurable goods, total	917	929	993	976	991	961	980	1,043	965	1,015	1,084	1,295	12,149
Dept. stores (excl. leased depts.)	100	115	123	122	130	121	121	143	119	131	171	257	1,653
Dept. stores (incl. leased depts.) <sup>2</sup>	103	118	127	126	134	125	124	147	122	135	175	262	1,698
GAF, total <sup>3</sup>	462	500	527	532	540	502	509	574	490	534	643	953	6,766
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>1,067</b>	<b>1,234</b>	<b>1,346</b>	<b>1,257</b>	<b>1,439</b>	<b>1,337</b>	<b>1,281</b>	<b>1,335</b>	<b>1,198</b>	<b>1,266</b>	<b>1,358</b>	<b>1,527</b>	<b>15,645</b>
Dept. stores (excl. leased depts.)	86	98	115	119	125	124	113	133	123	134	172	242	1,584
Dept. stores (incl. leased depts.) <sup>2</sup>	89	101	119	123	129	128	116	138	126	138	176	248	1,631
GAF, total <sup>3</sup>	234	257	283	282	305	297	279	317	290	310	378	548	3,780
<b>Milwaukee, WI PMSA, total</b>	<b>900</b>	<b>1,035</b>	<b>1,115</b>	<b>1,064</b>	<b>1,200</b>	<b>1,114</b>	<b>1,089</b>	<b>1,128</b>	<b>1,014</b>	<b>1,092</b>	<b>1,165</b>	<b>1,274</b>	<b>13,190</b>
Dept. stores (excl. leased depts.)	77	88	104	107	112	111	101	119	111	121	154	217	1,422
Dept. stores (incl. leased depts.) <sup>2</sup>	79	91	107	111	116	115	104	123	114	124	158	223	1,465
GAF, total <sup>3</sup>	201	224	247	245	265	257	243	277	251	268	328	477	3,283
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>2,146</b>	<b>2,278</b>	<b>2,385</b>	<b>2,517</b>	<b>2,597</b>	<b>2,414</b>	<b>2,400</b>	<b>2,483</b>	<b>2,371</b>	<b>2,586</b>	<b>2,474</b>	<b>2,775</b>	<b>29,426</b>
Dept. stores (excl. leased depts.)	184	201	230	238	253	254	235	270	249	276	305	445	3,140
Dept. stores (incl. leased depts.) <sup>2</sup>	187	205	235	243	258	258	239	275	254	281	311	452	3,198
GAF, total <sup>3</sup>	474	501	559	565	594	578	554	624	584	629	701	981	7,344
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,754</b>	<b>10,937</b>	<b>12,143</b>	<b>12,157</b>	<b>13,349</b>	<b>12,852</b>	<b>12,409</b>	<b>12,862</b>	<b>12,228</b>	<b>13,045</b>	<b>13,372</b>	<b>15,902</b>	<b>152,010</b>
Nondurable goods, total	6,828	6,726	7,358	7,355	7,788	7,570	7,328	7,703	7,417	7,988	8,315	10,017	92,393
Dept. stores (excl. leased depts.)	510	686	749	810	923	855	733	871	879	936	1,180	1,757	10,889
Dept. stores (incl. leased depts.) <sup>2</sup>	527	707	772	836	947	878	753	894	902	961	1,213	1,793	11,183
GAF, total <sup>3</sup>	2,597	2,864	3,253	3,371	3,676	3,555	3,295	3,785	3,605	3,789	4,342	6,451	44,583
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,112</b>	<b>2,050</b>	<b>2,350</b>	<b>2,368</b>	<b>2,598</b>	<b>2,502</b>	<b>2,431</b>	<b>2,449</b>	<b>2,353</b>	<b>2,539</b>	<b>2,536</b>	<b>2,958</b>	<b>29,246</b>
Nondurable goods, total	1,338	1,166	1,325	1,323	1,384	1,333	1,377	1,399	1,337	1,499	1,483	1,800	16,764
Dept. stores (excl. leased depts.)	98	132	142	155	176	167	145	166	165	175	235	352	2,108
Dept. stores (incl. leased depts.) <sup>2</sup>	101	136	146	159	180	171	148	170	169	179	242	357	2,158
<b>New York, NY PMSA, total</b>	<b>3,810</b>	<b>3,907</b>	<b>4,269</b>	<b>4,273</b>	<b>4,658</b>	<b>4,452</b>	<b>4,258</b>	<b>4,462</b>	<b>4,225</b>	<b>4,524</b>	<b>4,695</b>	<b>5,811</b>	<b>53,344</b>
Nondurable goods, total	2,422	2,476	2,627	2,641	2,786	2,683	2,544	2,707	2,592	2,791	2,972	3,593	32,834
Dept. stores (excl. leased depts.)	178	243	268	285	326	293	245	292	311	329	391	564	3,725
Dept. stores (incl. leased depts.) <sup>2</sup>	185	252	278	296	336	302	252	300	319	339	404	578	3,841
GAF, total <sup>3</sup>	1,120	1,241	1,410	1,412	1,534	1,495	1,387	1,570	1,549	1,638	1,819	2,720	18,895
<b>Newark, NJ PMSA, total</b>	<b>885</b>	<b>935</b>	<b>1,026</b>	<b>1,062</b>	<b>1,155</b>	<b>1,107</b>	<b>1,070</b>	<b>1,048</b>	<b>970</b>	<b>1,057</b>	<b>1,139</b>	<b>1,314</b>	<b>12,768</b>
Dept. stores (excl. leased depts.)	41	56	61	66	75	69	57	70	72	76	94	147	884
Dept. stores (incl. leased depts.) <sup>2</sup>	42	58	64	69	77	71	59	72	74	78	98	151	913
<b>New York, NY City, total</b>	<b>2,921</b>	<b>2,997</b>	<b>3,257</b>	<b>3,285</b>	<b>3,578</b>	<b>3,470</b>	<b>3,331</b>	<b>3,478</b>	<b>3,298</b>	<b>3,512</b>	<b>3,593</b>	<b>4,526</b>	<b>41,246</b>
Nondurable goods, total	1,974	2,017	2,155	2,175	2,293	2,221	2,105	2,234	2,145	2,290	2,386	2,837	26,832
Dept. stores (excl. leased depts.)	136	182	204	213	243	218	180	219	237	250	292	412	2,786
Dept. stores (incl. leased depts.) <sup>2</sup>	141	189	212	223	251	225	186	225	243	258	303	423	2,879
GAF, total <sup>3</sup>	929	1,015	1,131	1,149	1,240	1,215	1,140	1,291	1,275	1,345	1,476	2,211	15,417

See footnotes at end of list of areas.



Table 11. **Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:**  
**January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1996												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>P</sup>	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,878</b>	<b>4,129</b>	<b>4,678</b>	<b>4,633</b>	<b>4,967</b>	<b>4,681</b>	<b>4,654</b>	<b>4,919</b>	<b>4,568</b>	<b>4,999</b>	<b>5,113</b>	<b>5,790</b>	<b>57,009</b>
Nondurable goods, total	2,380	2,405	2,686	2,691	2,846	2,699	2,644	2,775	2,666	2,935	3,099	3,678	33,504
Dept. stores (excl. leased depts.)	224	284	340	357	400	371	293	367	333	363	467	738	4,537
Dept. stores (incl. leased depts.) <sup>2</sup>	232	294	351	369	412	380	301	376	342	373	478	751	4,659
GAF, total <sup>3</sup>	812	912	1,060	1,094	1,197	1,124	1,012	1,192	1,101	1,164	1,394	2,112	14,174
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>3,108</b>	<b>3,324</b>	<b>3,749</b>	<b>3,708</b>	<b>4,005</b>	<b>3,751</b>	<b>3,752</b>	<b>3,993</b>	<b>3,677</b>	<b>4,021</b>	<b>4,158</b>	<b>4,747</b>	<b>45,993</b>
Nondurable goods, total	1,915	1,916	2,164	2,158	2,270	2,177	2,120	2,230	2,155	2,358	2,482	2,986	26,931
Dept. stores (excl. leased depts.)	174	223	267	281	315	292	227	287	259	283	361	578	3,547
Dept. stores (incl. leased depts.) <sup>2</sup>	181	230	276	290	324	300	233	294	266	290	370	587	3,641
GAF, total <sup>3</sup>	665	750	870	904	999	934	832	997	914	953	1,149	1,759	11,726
<b>Philadelphia, PA City, total</b>	<b>604</b>	<b>592</b>	<b>671</b>	<b>636</b>	<b>669</b>	<b>633</b>	<b>630</b>	<b>668</b>	<b>649</b>	<b>680</b>	<b>702</b>	<b>846</b>	<b>7,980</b>
Dept. stores (excl. leased depts.)	27	33	41	45	52	46	29	42	33	35	45	73	501
Dept. stores (incl. leased depts.) <sup>2</sup>	29	35	43	47	53	48	30	43	34	36	47	75	520
<b>Phoenix, AZ MSA, total</b>	<b>1,823</b>	<b>1,872</b>	<b>1,982</b>	<b>1,945</b>	<b>2,057</b>	<b>1,927</b>	<b>1,915</b>	<b>2,043</b>	<b>1,830</b>	<b>1,962</b>	<b>2,058</b>	<b>2,401</b>	<b>23,815</b>
Dept. stores (excl. leased depts.)	150	163	186	179	186	167	156	183	158	187	224	365	2,304
Dept. stores (incl. leased depts.) <sup>2</sup>	153	167	191	183	190	171	160	187	161	191	229	369	2,352
GAF, total <sup>3</sup>	457	463	517	493	524	485	455	520	460	521	613	930	6,438
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,286</b>	<b>1,381</b>	<b>1,503</b>	<b>1,551</b>	<b>1,665</b>	<b>1,621</b>	<b>1,604</b>	<b>1,710</b>	<b>1,563</b>	<b>1,687</b>	<b>1,769</b>	<b>2,033</b>	<b>19,373</b>
Nondurable goods, total	906	920	1,028	1,040	1,102	1,051	1,040	1,106	1,018	1,107	1,173	1,392	12,883
Dept. stores (excl. leased depts.)	106	124	147	150	164	155	144	169	154	172	240	334	2,059
Dept. stores (incl. leased depts.) <sup>2</sup>	110	130	154	157	171	162	150	177	161	179	249	343	2,143
GAF, total <sup>3</sup>	292	324	370	368	391	377	361	431	388	421	563	808	5,094
<b>Pittsburgh, PA PMSA, total</b>	<b>1,172</b>	<b>1,262</b>	<b>1,372</b>	<b>1,425</b>	<b>1,515</b>	<b>1,484</b>	<b>1,465</b>	<b>1,560</b>	<b>1,426</b>	<b>1,545</b>	<b>1,622</b>	<b>1,850</b>	<b>17,698</b>
Nondurable goods, total	806	827	914	930	984	942	928	989	910	991	1,061	1,249	11,531
Dept. stores (excl. leased depts.)	96	113	134	136	149	141	130	154	141	157	220	306	1,877
Dept. stores (incl. leased depts.) <sup>2</sup>	100	118	140	143	156	147	136	161	147	163	229	315	1,955
GAF, total <sup>3</sup>	273	305	347	346	364	353	337	405	364	395	528	754	4,771
<b>St. Louis, MO-IL MSA, total</b>	<b>1,693</b>	<b>1,783</b>	<b>2,009</b>	<b>1,892</b>	<b>2,053</b>	<b>1,992</b>	<b>1,968</b>	<b>1,968</b>	<b>1,887</b>	<b>1,970</b>	<b>1,973</b>	<b>2,293</b>	<b>23,481</b>
Dept. stores (excl. leased depts.)	166	186	219	218	242	223	207	237	219	228	286	413	2,844
Dept. stores (incl. leased depts.) <sup>2</sup>	170	190	224	222	247	227	211	241	223	232	292	419	2,898
GAF, total <sup>3</sup>	422	480	531	512	584	527	505	577	512	542	668	1,001	6,861
<b>San Diego, CA MSA, total</b>	<b>1,636</b>	<b>1,574</b>	<b>1,685</b>	<b>1,746</b>	<b>1,836</b>	<b>1,753</b>	<b>1,827</b>	<b>1,873</b>	<b>1,701</b>	<b>1,851</b>	<b>1,899</b>	<b>2,273</b>	<b>21,654</b>
Nondurable goods, total	900	882	958	984	1,029	999	1,026	1,041	944	1,035	1,076	1,340	12,214
Dept. stores (excl. leased depts.)	117	121	137	142	150	144	143	162	144	153	183	303	1,899
Dept. stores (incl. leased depts.) <sup>2</sup>	119	124	140	146	153	148	146	166	147	157	187	307	1,940
GAF, total <sup>3</sup>	501	521	557	575	613	596	587	644	581	619	714	1,067	7,575
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>4,424</b>	<b>4,507</b>	<b>4,973</b>	<b>4,785</b>	<b>5,131</b>	<b>5,215</b>	<b>5,153</b>	<b>5,430</b>	<b>5,212</b>	<b>5,218</b>	<b>5,273</b>	<b>6,365</b>	<b>61,686</b>
Nondurable goods, total	2,808	2,799	3,094	3,012	3,190	3,171	3,155	3,272	3,058	3,179	3,322	3,957	38,017
Dept. stores (excl. leased depts.)	277	293	331	340	369	357	348	394	354	379	463	733	4,638
Dept. stores (incl. leased depts.) <sup>2</sup>	284	300	338	348	377	364	354	402	361	386	471	743	4,728
GAF, total <sup>3</sup>	1,366	1,360	1,526	1,524	1,643	1,636	1,600	1,764	1,609	1,689	1,925	2,838	20,480
<b>Oakland, CA PMSA, total</b>	<b>1,434</b>	<b>1,492</b>	<b>1,543</b>	<b>1,541</b>	<b>1,688</b>	<b>1,688</b>	<b>1,676</b>	<b>1,784</b>	<b>1,604</b>	<b>1,680</b>	<b>1,757</b>	<b>2,051</b>	<b>19,938</b>
Dept. stores (excl. leased depts.)	91	94	107	110	119	115	112	126	113	119	151	243	1,500
Dept. stores (incl. leased depts.) <sup>2</sup>	93	96	109	113	121	117	114	128	115	121	153	246	1,526
<b>San Francisco, CA PMSA, total</b>	<b>1,237</b>	<b>1,235</b>	<b>1,414</b>	<b>1,372</b>	<b>1,466</b>	<b>1,492</b>	<b>1,476</b>	<b>1,561</b>	<b>1,480</b>	<b>1,513</b>	<b>1,521</b>	<b>1,822</b>	<b>17,589</b>
Nondurable goods, total	899	893	1,005	955	1,019	1,048	1,040	1,043	1,008	1,045	1,077	1,241	12,273
Dept. stores (excl. leased depts.)	67	70	80	82	90	84	84	95	88	93	105	167	1,105
Dept. stores (incl. leased depts.) <sup>2</sup>	68	72	82	84	92	86	86	97	90	95	107	170	1,129
GAF, total <sup>3</sup>	434	426	492	493	521	524	517	556	513	530	595	884	6,485
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>2,059</b>	<b>2,158</b>	<b>2,369</b>	<b>2,279</b>	<b>2,575</b>	<b>2,484</b>	<b>2,375</b>	<b>2,578</b>	<b>2,329</b>	<b>2,436</b>	<b>2,537</b>	<b>2,995</b>	<b>29,174</b>
Dept. stores (excl. leased depts.)	138	154	170	168	180	185	178	212	183	188	225	346	2,327
Dept. stores (incl. leased depts.) <sup>2</sup>	141	159	174	172	184	189	181	217	187	192	230	351	2,377
GAF, total <sup>3</sup>	534	563	621	601	640	659	666	726	666	690	775	1,169	8,310
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,996</b>	<b>2,055</b>	<b>2,307</b>	<b>2,162</b>	<b>2,222</b>	<b>1,979</b>	<b>1,988</b>	<b>2,179</b>	<b>1,986</b>	<b>2,092</b>	<b>2,211</b>	<b>2,580</b>	<b>25,757</b>
Nondurable goods, total	1,211	1,247	1,349	1,288	1,287	1,235	1,228	1,260	1,176	1,272	1,347	1,611	15,511
Dept. stores (excl. leased depts.)	135	151	166	159	163	152	148	169	146	164	206	323	2,082
Dept. stores (incl. leased depts.) <sup>2</sup>	138	155	171	164	168	155	151	173	150	168	211	328	2,132
GAF, total <sup>3</sup>	354	387	420	406	416	389	379	429	372	432	530	786	5,300
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,947</b>	<b>3,178</b>	<b>3,513</b>	<b>3,532</b>	<b>3,835</b>	<b>3,649</b>	<b>3,540</b>	<b>3,775</b>	<b>3,514</b>	<b>3,716</b>	<b>3,854</b>	<b>4,617</b>	<b>43,670</b>
Nondurable goods, total	1,747	1,844	2,027	2,021	2,190	2,077	2,039	2,148	1,998	2,141	2,296	2,698	25,226
Dept. stores (excl. leased depts.)	148	187	216	226	252	231	220	256	248	268	323	505	3,080
Dept. stores (incl. leased depts.) <sup>2</sup>	153	194	224	234	261	238	227	263	255	276	333	516	3,174
GAF, total <sup>3</sup>	795	874	982	999	1,079	1,046	1,011	1,128	1,067	1,104	1,282	1,923	13,290

<sup>P</sup>Preliminary estimates.

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Atlanta, GA MSA, total</b> . . . . .	<b>2,197</b>	<b>2,168</b>	<b>2,629</b>	<b>2,462</b>	<b>2,813</b>	<b>2,764</b>	<b>2,657</b>	<b>2,747</b>	<b>2,597</b>	<b>2,637</b>	<b>2,881</b>	<b>3,572</b>	<b>32,124</b>
Nondurable goods, total . . . . .	1,213	1,238	1,422	1,405	1,554	1,512	1,500	1,599	1,514	1,550	1,701	2,048	18,256
Dept. stores (excl. leased depts.) . . . . .	174	191	242	239	249	240	232	265	249	264	351	496	3,192
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	178	195	247	245	254	245	237	271	254	269	359	505	3,259
GAF, total <sup>3</sup> . . . . .	631	661	787	775	826	815	783	879	834	865	1,093	1,600	10,549
<b>Baltimore, MD MSA, total</b> . . . . .	<b>1,517</b>	<b>1,492</b>	<b>1,752</b>	<b>1,634</b>	<b>1,771</b>	<b>1,781</b>	<b>1,665</b>	<b>1,737</b>	<b>1,688</b>	<b>1,676</b>	<b>1,770</b>	<b>2,107</b>	<b>20,590</b>
Nondurable goods, total . . . . .	855	846	965	950	994	982	921	959	943	949	1,055	1,322	11,741
Dept. stores (excl. leased depts.) . . . . .	95	98	127	136	140	141	130	137	135	136	189	280	1,744
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	98	102	132	141	145	146	134	142	140	141	195	287	1,803
GAF, total <sup>3</sup> . . . . .	349	351	420	441	449	450	421	446	437	446	567	863	5,640
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	<b>2,501</b>	<b>2,497</b>	<b>2,849</b>	<b>2,690</b>	<b>2,891</b>	<b>2,851</b>	<b>2,627</b>	<b>2,835</b>	<b>2,851</b>	<b>2,823</b>	<b>2,986</b>	<b>3,627</b>	<b>34,028</b>
Nondurable goods, total . . . . .	1,721	1,711	1,973	1,871	1,931	1,882	1,734	1,863	1,920	1,878	2,047	2,477	23,008
Dept. stores (excl. leased depts.) . . . . .	130	140	165	178	193	196	168	182	198	191	248	373	2,362
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	134	145	170	184	199	203	173	189	205	197	256	384	2,439
GAF, total <sup>3</sup> . . . . .	562	553	648	665	729	720	643	738	750	727	896	1,364	8,995
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	<b>5,583</b>	<b>5,416</b>	<b>6,431</b>	<b>6,231</b>	<b>6,596</b>	<b>6,703</b>	<b>6,334</b>	<b>6,482</b>	<b>6,223</b>	<b>6,427</b>	<b>6,832</b>	<b>8,059</b>	<b>77,317</b>
Nondurable goods, total . . . . .	3,370	3,241	3,714	3,667	3,921	3,803	3,721	3,908	3,829	3,942	4,235	5,134	46,485
Dept. stores (excl. leased depts.) . . . . .	432	441	558	561	596	600	551	600	594	634	795	1,142	7,504
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	446	454	573	577	613	616	564	615	609	650	817	1,171	7,705
GAF, total <sup>3</sup> . . . . .	1,339	1,346	1,634	1,609	1,737	1,751	1,613	1,781	1,745	1,789	2,193	3,236	21,773
<b>Chicago, IL PMSA, total</b> . . . . .	<b>4,181</b>	<b>4,123</b>	<b>4,903</b>	<b>4,719</b>	<b>5,046</b>	<b>5,026</b>	<b>4,747</b>	<b>4,818</b>	<b>4,691</b>	<b>4,844</b>	<b>5,160</b>	<b>6,053</b>	<b>58,311</b>
Nondurable goods, total . . . . .	2,493	2,448	2,788	2,737	2,943	2,813	2,707	2,853	2,844	2,928	3,164	3,859	34,577
Dept. stores (excl. leased depts.) . . . . .	321	329	417	414	443	442	404	438	445	476	591	850	5,570
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	332	340	428	428	457	456	415	451	457	490	609	875	5,738
GAF, total <sup>3</sup> . . . . .	1,032	1,036	1,254	1,245	1,340	1,347	1,231	1,345	1,351	1,387	1,670	2,436	16,674
<b>Chicago, IL City, total</b> . . . . .	<b>1,082</b>	<b>998</b>	<b>1,197</b>	<b>1,209</b>	<b>1,239</b>	<b>1,226</b>	<b>1,221</b>	<b>1,231</b>	<b>1,265</b>	<b>1,297</b>	<b>1,351</b>	<b>1,623</b>	<b>14,939</b>
Nondurable goods, total . . . . .	796	737	868	870	898	867	865	884	916	956	1,001	1,209	10,867
Dept. stores (excl. leased depts.) . . . . .	83	85	103	105	114	115	103	110	114	125	150	211	1,418
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	88	89	108	111	119	120	107	115	119	131	158	221	1,486
GAF, total <sup>3</sup> . . . . .	299	293	353	361	385	387	340	374	377	395	459	626	4,649
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	<b>1,111</b>	<b>1,094</b>	<b>1,356</b>	<b>1,290</b>	<b>1,403</b>	<b>1,402</b>	<b>1,292</b>	<b>1,318</b>	<b>1,248</b>	<b>1,288</b>	<b>1,395</b>	<b>1,757</b>	<b>15,954</b>
Nondurable goods, total . . . . .	708	688	798	791	825	794	785	802	767	782	856	1,044	9,640
Dept. stores (excl. leased depts.) . . . . .	85	91	120	119	127	127	120	133	134	130	181	250	1,617
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	87	93	123	123	130	131	123	137	138	134	187	255	1,661
GAF, total <sup>3</sup> . . . . .	263	270	331	332	356	359	341	364	358	372	480	723	4,549
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	<b>1,754</b>	<b>1,723</b>	<b>2,125</b>	<b>2,011</b>	<b>2,337</b>	<b>2,238</b>	<b>2,118</b>	<b>2,231</b>	<b>1,958</b>	<b>1,982</b>	<b>2,191</b>	<b>2,615</b>	<b>25,283</b>
Nondurable goods, total . . . . .	1,039	1,006	1,170	1,148	1,210	1,224	1,191	1,221	1,161	1,150	1,237	1,574	14,331
Dept. stores (excl. leased depts.) . . . . .	124	130	168	168	176	184	180	193	186	189	243	356	2,297
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	129	134	174	174	183	191	185	200	192	195	252	364	2,373
GAF, total <sup>3</sup> . . . . .	386	385	474	469	499	505	479	546	521	536	671	1,004	6,475
<b>Cleveland, OH PMSA, total</b> . . . . .	<b>1,106</b>	<b>1,079</b>	<b>1,312</b>	<b>1,243</b>	<b>1,506</b>	<b>1,439</b>	<b>1,328</b>	<b>1,365</b>	<b>1,198</b>	<b>1,201</b>	<b>1,388</b>	<b>1,616</b>	<b>15,781</b>
Dept. stores (excl. leased depts.) . . . . .	78	82	106	105	111	118	113	120	118	119	151	222	1,443
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	81	85	110	109	116	122	117	125	122	123	156	228	1,494
GAF, total <sup>3</sup> . . . . .	264	259	318	315	337	345	325	351	340	349	429	638	4,270
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	<b>3,189</b>	<b>3,178</b>	<b>3,822</b>	<b>3,534</b>	<b>3,769</b>	<b>3,853</b>	<b>3,769</b>	<b>3,746</b>	<b>3,604</b>	<b>3,562</b>	<b>3,677</b>	<b>4,473</b>	<b>44,176</b>
Nondurable goods, total . . . . .	1,797	1,728	1,987	2,022	2,039	2,010	2,000	2,013	1,893	1,964	2,037	2,540	24,030
Dept. stores (excl. leased depts.) . . . . .	265	271	329	335	358	356	356	378	344	352	442	690	4,476
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	269	276	334	341	364	362	362	384	350	358	448	700	4,548
GAF, total <sup>3</sup> . . . . .	811	794	926	917	995	983	967	1,069	990	1,003	1,239	1,884	12,578
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	<b>1,423</b>	<b>1,305</b>	<b>1,598</b>	<b>1,558</b>	<b>1,672</b>	<b>1,752</b>	<b>1,691</b>	<b>1,776</b>	<b>1,731</b>	<b>1,751</b>	<b>1,841</b>	<b>2,243</b>	<b>20,341</b>
Nondurable goods, total . . . . .	766	743	884	851	893	916	875	921	883	912	966	1,257	10,867
Dept. stores (excl. leased depts.) . . . . .	126	122	152	148	159	165	163	174	162	165	197	300	2,033
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	128	124	155	151	162	168	166	177	165	168	201	304	2,069
GAF, total <sup>3</sup> . . . . .	428	408	477	462	505	492	482	546	510	513	619	937	6,379
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	<b>3,358</b>	<b>3,351</b>	<b>4,030</b>	<b>3,718</b>	<b>4,081</b>	<b>4,181</b>	<b>3,771</b>	<b>4,231</b>	<b>3,876</b>	<b>3,877</b>	<b>4,085</b>	<b>4,904</b>	<b>47,463</b>
Nondurable goods, total . . . . .	2,096	2,015	2,375	2,295	2,403	2,424	2,294	2,441	2,393	2,428	2,539	3,146	28,849
Dept. stores (excl. leased depts.) . . . . .	361	350	429	430	457	475	444	469	460	481	599	821	5,776
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	370	358	438	440	467	484	451	477	468	492	612	837	5,894
GAF, total <sup>3</sup> . . . . .	923	894	1,068	1,034	1,098	1,133	1,049	1,148	1,120	1,160	1,420	2,059	14,106
<b>Detroit, MI PMSA, total</b> . . . . .	<b>3,092</b>	<b>3,080</b>	<b>3,703</b>	<b>3,437</b>	<b>3,752</b>	<b>3,841</b>	<b>3,460</b>	<b>3,801</b>	<b>3,520</b>	<b>3,521</b>	<b>3,762</b>	<b>4,535</b>	<b>43,504</b>
Nondurable goods, total . . . . .	1,981	1,904	2,252	2,179	2,267	2,285	2,167	2,297	2,255	2,289	2,388	2,947	27,211
Dept. stores (excl. leased depts.) . . . . .	334	324	398	399	424	441	411	434	426	447	559	767	5,364
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	342	332	407	409	434	450	418	443	434	457	571	782	5,479
GAF, total <sup>3</sup> . . . . .	846	826	995	965	1,018	1,051	976	1,066	1,039	1,083	1,326	1,916	13,107
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	<b>2,492</b>	<b>2,444</b>	<b>2,910</b>	<b>2,757</b>	<b>3,026</b>	<b>3,002</b>	<b>2,989</b>	<b>3,042</b>	<b>2,866</b>	<b>2,813</b>	<b>2,903</b>	<b>3,604</b>	<b>34,848</b>
Nondurable goods, total . . . . .	1,553	1,515	1,714	1,748	1,855	1,797	1,854	1,877	1,727	1,759	1,846	2,304	21,549
Dept. stores (excl. leased depts.) . . . . .	236	240	290	299	312	310	321	336	291	301	372	575	3,883
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	240	245	296	304	317	314	325	342	295	306	377	583	3,944
GAF, total <sup>3</sup> . . . . .	664	656	769	784	832	810	819	885	783	785	960	1,499	10,246

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	2,273	2,229	2,651	2,506	2,751	2,730	2,732	2,775	2,611	2,594	2,658	3,304	31,814
Nondurable goods, total	1,400	1,372	1,537	1,572	1,671	1,608	1,669	1,695	1,547	1,601	1,673	2,072	19,417
Dept. stores (excl. leased depts.)	200	203	247	254	263	261	270	285	246	256	316	492	3,293
Dept. stores (incl. leased depts.) <sup>2</sup>	203	207	251	258	268	265	274	289	250	260	321	498	3,344
GAF, total <sup>3</sup>	603	597	698	704	747	729	734	800	709	712	871	1,366	9,270
<b>Kansas City, MO-KS MSA, total</b>	<b>1,097</b>	<b>1,051</b>	<b>1,309</b>	<b>1,256</b>	<b>1,362</b>	<b>1,457</b>	<b>1,416</b>	<b>1,454</b>	<b>1,373</b>	<b>1,350</b>	<b>1,375</b>	<b>1,623</b>	<b>16,123</b>
Dept. stores (excl. leased depts.)	116	115	144	143	150	151	142	157	141	147	183	265	1,854
Dept. stores (incl. leased depts.) <sup>2</sup>	117	117	147	145	152	152	144	159	143	149	185	267	1,877
GAF, total <sup>3</sup>	280	269	326	319	355	349	334	377	338	343	425	631	4,346
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>9,277</b>	<b>9,057</b>	<b>10,267</b>	<b>9,994</b>	<b>10,582</b>	<b>10,605</b>	<b>10,330</b>	<b>10,638</b>	<b>10,166</b>	<b>10,274</b>	<b>10,782</b>	<b>12,814</b>	<b>124,786</b>
Nondurable goods, total	5,558	5,274	5,926	5,804	6,041	6,030	6,000	6,113	5,891	5,893	6,256	7,753	72,539
Dept. stores (excl. leased depts.)	632	632	754	762	794	805	798	809	785	782	988	1,594	10,135
Dept. stores (incl. leased depts.) <sup>2</sup>	646	648	771	779	812	822	814	826	802	798	1,009	1,623	10,350
GAF, total <sup>3</sup>	2,431	2,383	2,772	2,683	2,731	2,774	2,709	2,855	2,721	2,734	3,277	4,945	35,015
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>1,959</b>	<b>1,862</b>	<b>2,146</b>	<b>2,137</b>	<b>2,170</b>	<b>2,156</b>	<b>2,136</b>	<b>2,202</b>	<b>2,111</b>	<b>2,131</b>	<b>2,184</b>	<b>2,762</b>	<b>25,956</b>
Dept. stores (excl. leased depts.)	121	122	145	147	152	155	160	157	154	152	198	321	1,984
Dept. stores (incl. leased depts.) <sup>2</sup>	124	125	149	151	156	159	163	161	158	155	203	327	2,031
GAF, total <sup>3</sup>	600	571	667	636	581	594	598	632	596	592	710	1,068	7,845
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>5,415</b>	<b>5,340</b>	<b>6,006</b>	<b>5,835</b>	<b>6,219</b>	<b>6,207</b>	<b>6,074</b>	<b>6,227</b>	<b>5,903</b>	<b>6,002</b>	<b>6,241</b>	<b>7,275</b>	<b>72,744</b>
Nondurable goods, total	3,203	3,060	3,424	3,365	3,495	3,498	3,494	3,579	3,445	3,450	3,612	4,341	41,966
Dept. stores (excl. leased depts.)	334	333	398	400	423	428	422	433	420	415	519	839	5,364
Dept. stores (incl. leased depts.) <sup>2</sup>	342	342	407	410	434	438	430	444	430	425	531	855	5,488
GAF, total <sup>3</sup>	1,355	1,337	1,555	1,506	1,588	1,620	1,572	1,660	1,593	1,606	1,853	2,786	20,031
<b>Los Angeles, CA City, total</b>	<b>1,763</b>	<b>1,676</b>	<b>1,880</b>	<b>1,837</b>	<b>1,928</b>	<b>1,980</b>	<b>1,934</b>	<b>2,016</b>	<b>1,915</b>	<b>1,943</b>	<b>2,034</b>	<b>2,364</b>	<b>23,270</b>
Nondurable goods, total	1,120	1,046	1,171	1,179	1,216	1,207	1,222	1,239	1,203	1,210	1,249	1,464	14,526
Dept. stores (excl. leased depts.)	80	82	98	98	107	104	105	106	102	102	126	194	1,304
Dept. stores (incl. leased depts.) <sup>2</sup>	83	85	101	101	110	108	110	105	105	105	130	199	1,344
GAF, total <sup>3</sup>	424	427	478	480	494	494	489	508	497	513	569	826	6,199
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>2,902</b>	<b>2,901</b>	<b>3,231</b>	<b>2,984</b>	<b>3,225</b>	<b>3,036</b>	<b>2,950</b>	<b>3,140</b>	<b>3,082</b>	<b>3,159</b>	<b>3,355</b>	<b>3,998</b>	<b>37,963</b>
Nondurable goods, total	1,485	1,414	1,603	1,547	1,566	1,527	1,533	1,586	1,556	1,586	1,711	2,168	19,282
Dept. stores (excl. leased depts.)	179	187	212	215	218	205	207	229	207	207	280	421	2,767
Dept. stores (incl. leased depts.) <sup>2</sup>	184	193	218	221	224	210	212	236	213	213	287	429	2,840
GAF, total <sup>3</sup>	753	735	811	795	837	801	802	849	786	810	1,007	1,528	10,514
<b>Miami-Hialeah, FL PMSA, total</b>	<b>1,583</b>	<b>1,489</b>	<b>1,661</b>	<b>1,591</b>	<b>1,746</b>	<b>1,676</b>	<b>1,635</b>	<b>1,748</b>	<b>1,721</b>	<b>1,791</b>	<b>1,870</b>	<b>2,213</b>	<b>20,724</b>
Nondurable goods, total	857	795	904	875	895	882	886	919	906	939	990	1,218	11,066
Dept. stores (excl. leased depts.)	99	102	116	118	122	115	116	128	116	115	156	228	1,531
Dept. stores (incl. leased depts.) <sup>2</sup>	101	105	119	121	125	118	119	132	119	118	160	233	1,570
GAF, total <sup>3</sup>	469	456	507	494	526	517	522	546	508	523	631	927	6,626
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>1,020</b>	<b>1,067</b>	<b>1,288</b>	<b>1,201</b>	<b>1,345</b>	<b>1,317</b>	<b>1,188</b>	<b>1,348</b>	<b>1,250</b>	<b>1,221</b>	<b>1,331</b>	<b>1,480</b>	<b>15,056</b>
Dept. stores (excl. leased depts.)	85	89	112	115	117	123	109	124	120	126	165	227	1,512
Dept. stores (incl. leased depts.) <sup>2</sup>	88	92	115	118	121	126	112	128	123	130	170	234	1,557
GAF, total <sup>3</sup>	226	227	273	274	291	291	261	299	290	301	376	541	3,650
<b>Milwaukee, WI PMSA, total</b>	<b>861</b>	<b>888</b>	<b>1,049</b>	<b>1,008</b>	<b>1,123</b>	<b>1,092</b>	<b>1,011</b>	<b>1,138</b>	<b>1,055</b>	<b>1,056</b>	<b>1,140</b>	<b>1,252</b>	<b>12,673</b>
Dept. stores (excl. leased depts.)	76	80	100	103	105	109	97	112	108	114	148	202	1,354
Dept. stores (incl. leased depts.) <sup>2</sup>	78	82	103	106	108	113	100	115	110	117	153	209	1,394
GAF, total <sup>3</sup>	202	204	243	242	259	257	230	266	257	265	333	474	3,232
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>2,117</b>	<b>2,041</b>	<b>2,310</b>	<b>2,300</b>	<b>2,418</b>	<b>2,382</b>	<b>2,234</b>	<b>2,423</b>	<b>2,414</b>	<b>2,389</b>	<b>2,458</b>	<b>2,763</b>	<b>28,249</b>
Dept. stores (excl. leased depts.)	194	196	228	218	238	247	222	262	249	259	310	427	3,050
Dept. stores (incl. leased depts.) <sup>2</sup>	199	202	232	223	242	251	226	267	254	264	315	433	3,108
GAF, total <sup>3</sup>	489	486	558	535	567	587	537	616	590	603	707	975	7,250
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,700</b>	<b>10,099</b>	<b>11,897</b>	<b>11,504</b>	<b>12,585</b>	<b>12,834</b>	<b>11,746</b>	<b>12,448</b>	<b>12,111</b>	<b>12,023</b>	<b>12,861</b>	<b>15,436</b>	<b>146,244</b>
Nondurable goods, total	6,754	6,315	7,217	7,153	7,519	7,478	7,123	7,347	7,458	7,468	8,158	10,063	90,053
Dept. stores (excl. leased depts.)	555	621	735	776	871	856	747	792	854	842	1,150	1,691	10,490
Dept. stores (incl. leased depts.) <sup>2</sup>	571	640	755	797	893	877	765	813	877	863	1,179	1,729	10,759
GAF, total <sup>3</sup>	2,705	2,684	3,132	3,185	3,456	3,489	3,189	3,450	3,605	3,500	4,255	6,241	42,891
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,190</b>	<b>1,915</b>	<b>2,329</b>	<b>2,227</b>	<b>2,404</b>	<b>2,437</b>	<b>2,318</b>	<b>2,385</b>	<b>2,361</b>	<b>2,293</b>	<b>2,386</b>	<b>2,765</b>	<b>28,010</b>
Nondurable goods, total	1,300	1,073	1,262	1,279	1,302	1,310	1,363	1,323	1,358	1,304	1,387	1,752	16,013
Dept. stores (excl. leased depts.)	107	124	144	149	168	171	155	157	166	155	229	347	2,072
Dept. stores (incl. leased depts.) <sup>2</sup>	110	127	148	153	172	175	159	161	170	159	235	353	2,122
<b>New York, NY PMSA, total</b>	<b>3,808</b>	<b>3,602</b>	<b>4,167</b>	<b>4,066</b>	<b>4,421</b>	<b>4,482</b>	<b>4,038</b>	<b>4,459</b>	<b>4,301</b>	<b>4,309</b>	<b>4,632</b>	<b>5,666</b>	<b>51,951</b>
Nondurable goods, total	2,478	2,364	2,653	2,622	2,789	2,721	2,497	2,666	2,697	2,723	3,001	3,619	32,830
Dept. stores (excl. leased depts.)	193	217	250	264	305	287	241	263	296	291	376	540	3,523
Dept. stores (incl. leased depts.) <sup>2</sup>	200	224	258	271	314	295	247	271	305	299	387	555	3,626
GAF, total <sup>3</sup>	1,168	1,150	1,320	1,333	1,473	1,469	1,317	1,461	1,529	1,514	1,789	2,575	18,098
<b>Newark, NJ PMSA, total</b>	<b>959</b>	<b>865</b>	<b>1,014</b>	<b>1,014</b>	<b>1,117</b>	<b>1,136</b>	<b>1,036</b>	<b>1,053</b>	<b>1,006</b>	<b>1,000</b>	<b>1,047</b>	<b>1,246</b>	<b>12,493</b>
Dept. stores (excl. leased depts.)	44	50	59	63	69	69	59	62	68	72	96	145	856
Dept. stores (incl. leased depts.) <sup>2</sup>	46	51	61	65	72	71	61	64	71	74	99	149	884
<b>New York, NY City, total</b>	<b>2,917</b>	<b>2,760</b>	<b>3,217</b>	<b>3,135</b>	<b>3,373</b>	<b>3,381</b>	<b>3,141</b>	<b>3,483</b>	<b>3,370</b>	<b>3,356</b>	<b>3,563</b>	<b>4,431</b>	<b>40,127</b>
Nondurable goods, total	2,021	1,941	2,196	2,156	2,285	2,224	2,070	2,212	2,239	2,248	2,429	2,908	26,929
Dept. stores (excl. leased depts.)	140	162	186	196	228	209	173	195	221	219	273	386	2,588
Dept. stores (incl. leased depts.) <sup>2</sup>	145	167	192	201	235	215	178	201	228	226	282	397	2,667
GAF, total <sup>3</sup>	955	940	1,077	1,085	1,193	1,194	1,070	1,204	1,269	1,262	1,463	2,072	14,784

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1995												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b> . . . . .	<b>3,891</b>	<b>3,696</b>	<b>4,422</b>	<b>4,297</b>	<b>4,517</b>	<b>4,534</b>	<b>4,330</b>	<b>4,620</b>	<b>4,339</b>	<b>4,470</b>	<b>4,716</b>	<b>5,429</b>	<b>53,261</b>
Nondurable goods, total . . . . .	2,368	2,258	2,595	2,572	2,678	2,641	2,525	2,590	2,589	2,687	2,951	3,578	32,032
Dept. stores (excl. leased depts.) . . . . .	250	257	326	353	371	365	330	345	349	375	516	779	4,616
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	259	265	336	364	382	376	340	356	359	385	529	796	4,747
GAF, total <sup>3</sup> . . . . .	843	820	996	1,028	1,075	1,072	982	1,077	1,082	1,088	1,368	2,049	13,480
<b>Philadelphia, PA-NJ PMSA, total</b> . . . . .	<b>3,158</b>	<b>2,996</b>	<b>3,530</b>	<b>3,470</b>	<b>3,635</b>	<b>3,611</b>	<b>3,467</b>	<b>3,737</b>	<b>3,475</b>	<b>3,590</b>	<b>3,798</b>	<b>4,387</b>	<b>42,854</b>
Nondurable goods, total . . . . .	1,947	1,832	2,109	2,086	2,145	2,129	2,024	2,082	2,101	2,158	2,355	2,895	25,863
Dept. stores (excl. leased depts.) . . . . .	198	200	256	277	293	283	256	268	270	292	399	608	3,600
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	205	207	263	285	301	291	264	276	277	300	410	622	3,701
GAF, total <sup>3</sup> . . . . .	698	680	822	849	892	886	802	896	893	893	1,123	1,688	11,122
<b>Philadelphia, PA City, total</b> . . . . .	<b>643</b>	<b>609</b>	<b>698</b>	<b>664</b>	<b>705</b>	<b>665</b>	<b>633</b>	<b>663</b>	<b>689</b>	<b>672</b>	<b>729</b>	<b>864</b>	<b>8,234</b>
Dept. stores (excl. leased depts.) . . . . .	32	30	39	42	45	44	40	41	40	44	61	91	549
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	34	31	40	44	46	46	42	42	41	45	63	94	568
<b>Phoenix, AZ MSA, total</b> . . . . .	<b>1,718</b>	<b>1,715</b>	<b>1,892</b>	<b>1,788</b>	<b>1,896</b>	<b>1,839</b>	<b>1,755</b>	<b>1,896</b>	<b>1,772</b>	<b>1,830</b>	<b>1,921</b>	<b>2,229</b>	<b>22,251</b>
Dept. stores (excl. leased depts.) . . . . .	140	148	178	166	171	163	155	172	153	165	209	336	2,156
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	143	152	182	170	175	166	158	176	156	168	213	341	2,200
GAF, total <sup>3</sup> . . . . .	422	418	489	457	490	471	440	505	457	475	575	881	6,080
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b> . . . . .	<b>1,237</b>	<b>1,191</b>	<b>1,403</b>	<b>1,410</b>	<b>1,537</b>	<b>1,535</b>	<b>1,432</b>	<b>1,553</b>	<b>1,403</b>	<b>1,425</b>	<b>1,585</b>	<b>1,864</b>	<b>17,575</b>
Nondurable goods, total . . . . .	843	796	924	926	974	975	946	985	954	961	1,069	1,343	11,696
Dept. stores (excl. leased depts.) . . . . .	107	114	148	153	157	160	152	164	154	166	240	326	2,041
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	111	118	154	160	163	166	158	171	160	173	250	336	2,120
GAF, total <sup>3</sup> . . . . .	293	302	376	380	392	387	365	416	395	402	539	786	5,033
<b>Pittsburgh, PA PMSA, total</b> . . . . .	<b>1,178</b>	<b>1,129</b>	<b>1,322</b>	<b>1,333</b>	<b>1,455</b>	<b>1,454</b>	<b>1,360</b>	<b>1,467</b>	<b>1,335</b>	<b>1,364</b>	<b>1,511</b>	<b>1,780</b>	<b>16,688</b>
Nondurable goods, total . . . . .	806	761	883	883	931	930	901	939	913	921	1,023	1,283	11,174
Dept. stores (excl. leased depts.) . . . . .	97	103	135	139	143	145	137	148	140	152	219	298	1,856
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	101	108	141	146	148	151	142	155	147	158	228	307	1,932
GAF, total <sup>3</sup> . . . . .	273	281	354	356	369	363	341	386	371	378	507	736	4,715
<b>St. Louis, MO-IL MSA, total</b> . . . . .	<b>1,725</b>	<b>1,713</b>	<b>2,147</b>	<b>1,950</b>	<b>2,162</b>	<b>2,223</b>	<b>2,077</b>	<b>2,129</b>	<b>2,017</b>	<b>2,037</b>	<b>2,107</b>	<b>2,431</b>	<b>24,718</b>
Dept. stores (excl. leased depts.) . . . . .	171	174	223	224	227	222	215	227	226	224	289	406	2,828
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	173	177	227	228	231	226	218	231	230	228	294	412	2,875
GAF, total <sup>3</sup> . . . . .	425	425	506	505	537	527	513	557	523	522	667	988	6,695
<b>San Diego, CA MSA, total</b> . . . . .	<b>1,538</b>	<b>1,487</b>	<b>1,678</b>	<b>1,701</b>	<b>1,787</b>	<b>1,684</b>	<b>1,739</b>	<b>1,786</b>	<b>1,673</b>	<b>1,747</b>	<b>1,820</b>	<b>2,143</b>	<b>20,783</b>
Nondurable goods, total . . . . .	883	868	979	971	1,008	908	948	986	939	973	1,034	1,292	11,789
Dept. stores (excl. leased depts.) . . . . .	114	111	131	133	137	141	147	149	138	138	177	288	1,804
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	117	114	134	137	141	144	148	152	142	142	181	292	1,844
GAF, total <sup>3</sup> . . . . .	471	448	516	512	541	555	543	580	546	550	667	987	6,916
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b> . . . . .	<b>4,133</b>	<b>4,064</b>	<b>4,585</b>	<b>4,499</b>	<b>4,810</b>	<b>5,071</b>	<b>4,980</b>	<b>5,081</b>	<b>5,122</b>	<b>4,874</b>	<b>5,014</b>	<b>6,108</b>	<b>58,341</b>
Nondurable goods, total . . . . .	2,745	2,619	2,945	2,911	3,033	3,101	3,109	3,138	3,022	3,033	3,229	3,944	36,829
Dept. stores (excl. leased depts.) . . . . .	267	275	320	325	344	357	366	375	357	358	456	728	4,528
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	273	282	328	334	353	365	373	383	365	365	465	741	4,627
GAF, total <sup>3</sup> . . . . .	1,245	1,230	1,409	1,398	1,489	1,550	1,543	1,617	1,541	1,544	1,823	2,737	19,126
<b>Oakland, CA PMSA, total</b> . . . . .	<b>1,311</b>	<b>1,316</b>	<b>1,468</b>	<b>1,454</b>	<b>1,558</b>	<b>1,585</b>	<b>1,545</b>	<b>1,579</b>	<b>1,490</b>	<b>1,528</b>	<b>1,601</b>	<b>1,915</b>	<b>18,350</b>
Dept. stores (excl. leased depts.) . . . . .	85	86	102	103	108	114	115	118	112	110	147	241	1,441
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	87	89	104	105	110	116	117	121	114	113	150	246	1,472
<b>San Francisco, CA PMSA, total</b> . . . . .	<b>1,131</b>	<b>1,101</b>	<b>1,260</b>	<b>1,237</b>	<b>1,352</b>	<b>1,397</b>	<b>1,414</b>	<b>1,421</b>	<b>1,409</b>	<b>1,387</b>	<b>1,400</b>	<b>1,746</b>	<b>16,255</b>
Nondurable goods, total . . . . .	857	813	919	903	978	995	996	989	980	968	1,039	1,214	11,651
Dept. stores (excl. leased depts.) . . . . .	66	67	79	80	86	86	91	93	91	90	110	169	1,108
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	67	69	81	82	88	88	93	95	93	92	111	172	1,131
GAF, total <sup>3</sup> . . . . .	386	380	441	446	477	516	527	531	510	503	581	865	6,163
<b>Seattle-Tacoma, WA CMSA, total</b> . . . . .	<b>1,940</b>	<b>1,894</b>	<b>2,212</b>	<b>2,147</b>	<b>2,390</b>	<b>2,363</b>	<b>2,247</b>	<b>2,435</b>	<b>2,298</b>	<b>2,242</b>	<b>2,397</b>	<b>2,990</b>	<b>27,555</b>
Dept. stores (excl. leased depts.) . . . . .	124	131	150	153	169	165	163	194	174	175	220	333	2,151
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	127	134	153	157	172	169	167	198	179	179	225	338	2,198
GAF, total <sup>3</sup> . . . . .	508	483	559	557	588	615	615	671	614	610	738	1,140	7,698
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b> . . . . .	<b>1,853</b>	<b>1,747</b>	<b>2,079</b>	<b>1,966</b>	<b>2,027</b>	<b>1,962</b>	<b>1,886</b>	<b>1,963</b>	<b>1,897</b>	<b>1,925</b>	<b>2,015</b>	<b>2,333</b>	<b>23,653</b>
Nondurable goods, total . . . . .	1,179	1,121	1,265	1,222	1,211	1,163	1,157	1,166	1,138	1,185	1,281	1,577	14,665
Dept. stores (excl. leased depts.) . . . . .	129	132	157	153	149	141	140	155	138	147	198	297	1,936
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	132	135	161	157	152	144	143	159	141	150	202	301	1,977
GAF, total <sup>3</sup> . . . . .	348	345	397	388	390	375	363	401	370	383	483	715	4,958
<b>Washington, DC-MD-VA MSA, total</b> . . . . .	<b>3,080</b>	<b>2,915</b>	<b>3,449</b>	<b>3,387</b>	<b>3,599</b>	<b>3,637</b>	<b>3,392</b>	<b>3,537</b>	<b>3,377</b>	<b>3,389</b>	<b>3,594</b>	<b>4,367</b>	<b>41,723</b>
Nondurable goods, total . . . . .	1,849	1,741	2,002	2,012	2,068	2,064	1,974	2,005	1,978	2,026	2,169	2,646	24,534
Dept. stores (excl. leased depts.) . . . . .	168	179	213	225	240	232	229	234	229	232	289	443	2,913
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	174	186	221	232	247	239	237	243	238	239	299	454	3,009
GAF, total <sup>3</sup> . . . . .	818	796	928	942	996	980	951	1,034	1,027	1,020	1,224	1,808	12,524

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b> . . . . .	2,042	2,057	2,412	2,371	2,476	2,471	2,361	2,527	2,466	2,478	2,560	3,208	29,429
Nondurable goods, total . . . . .	1,198	1,214	1,381	1,382	1,422	1,378	1,355	1,451	1,373	1,428	1,506	1,885	16,973
Dept. stores (excl. leased depts.) . . . . .	165	188	227	224	228	224	214	249	230	251	298	461	2,959
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	167	192	231	228	232	229	219	255	235	256	303	469	3,016
GAF, total <sup>3</sup> . . . . .	572	614	714	702	728	730	725	811	757	799	932	1,467	9,551
<b>Baltimore, MD MSA, total</b> . . . . .	1,268	1,323	1,602	1,584	1,632	1,671	1,575	1,679	1,690	1,688	1,784	2,215	19,711
Nondurable goods, total . . . . .	764	766	886	849	899	922	869	923	931	960	1,011	1,315	11,095
Dept. stores (excl. leased depts.) . . . . .	83	92	120	126	127	130	117	127	128	141	173	274	1,638
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	86	95	125	131	132	134	121	132	133	145	179	281	1,694
GAF, total <sup>3</sup> . . . . .	281	302	390	393	396	402	387	416	426	446	553	872	5,264
<b>Boston-Lewrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	2,375	2,388	2,853	2,707	2,843	2,863	2,639	2,828	2,898	2,869	2,972	3,650	33,885
Nondurable goods, total . . . . .	1,633	1,650	1,928	1,827	1,936	1,913	1,796	1,917	1,956	1,961	2,082	2,547	23,146
Dept. stores (excl. leased depts.) . . . . .	119	127	158	167	178	185	159	185	196	198	243	377	2,292
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	124	133	163	173	185	192	164	193	203	205	251	387	2,373
GAF, total <sup>3</sup> . . . . .	535	533	653	652	696	697	630	732	735	734	871	1,354	8,822
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	5,206	5,301	6,365	6,274	6,320	6,506	6,117	6,376	6,313	6,541	6,749	8,181	76,249
Nondurable goods, total . . . . .	3,194	3,167	3,667	3,592	3,712	3,676	3,584	3,795	3,698	3,958	4,173	5,148	45,364
Dept. stores (excl. leased depts.) . . . . .	396	409	536	520	546	552	509	575	542	634	753	1,137	7,109
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	411	423	551	536	563	569	523	592	558	653	775	1,170	7,324
GAF, total <sup>3</sup> . . . . .	1,229	1,267	1,594	1,538	1,607	1,637	1,557	1,705	1,619	1,758	2,076	3,194	20,781
<b>Chicago, IL PMSA, total</b> . . . . .	3,885	3,966	4,810	4,714	4,760	4,860	4,487	4,738	4,739	4,903	5,111	6,185	57,158
Nondurable goods, total . . . . .	2,358	2,341	2,731	2,663	2,726	2,726	2,611	2,790	2,740	2,946	3,107	3,866	33,641
Dept. stores (excl. leased depts.) . . . . .	296	309	403	391	408	412	379	429	410	481	565	855	5,338
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	308	320	416	404	422	426	390	442	422	496	583	882	5,511
GAF, total <sup>3</sup> . . . . .	935	956	1,207	1,180	1,223	1,241	1,178	1,279	1,232	1,349	1,575	2,419	15,774
<b>Chicago, IL City, total</b> . . . . .	985	929	1,152	1,155	1,100	1,170	1,103	1,134	1,167	1,287	1,222	1,544	13,948
Nondurable goods, total . . . . .	716	670	809	800	791	820	786	813	834	923	900	1,147	10,009
Dept. stores (excl. leased depts.) . . . . .	80	83	102	101	108	108	97	108	110	130	144	216	1,387
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	85	89	108	107	114	114	103	114	116	137	152	226	1,465
GAF, total <sup>3</sup> . . . . .	261	261	341	334	352	359	311	356	355	405	445	662	4,442
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	1,009	1,031	1,252	1,251	1,289	1,346	1,256	1,322	1,228	1,248	1,322	1,674	15,228
Nondurable goods, total . . . . .	661	649	761	775	799	803	793	839	779	787	833	1,045	9,524
Dept. stores (excl. leased depts.) . . . . .	83	92	118	118	119	121	111	126	121	131	158	234	1,532
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	86	95	122	122	123	124	114	129	125	135	163	239	1,577
GAF, total <sup>3</sup> . . . . .	245	263	324	327	342	360	324	347	336	354	424	670	4,316
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	1,518	1,616	1,944	1,888	2,042	1,980	1,951	2,079	1,967	2,069	2,226	2,603	23,883
Nondurable goods, total . . . . .	953	940	1,098	1,078	1,126	1,115	1,155	1,194	1,150	1,174	1,251	1,618	13,852
Dept. stores (excl. leased depts.) . . . . .	121	129	165	162	164	174	162	181	171	181	224	346	2,180
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	126	135	171	169	171	181	168	188	178	188	233	356	2,264
GAF, total <sup>3</sup> . . . . .	364	382	478	453	465	481	447	504	467	504	612	969	6,126
<b>Cleveland, OH PMSA, total</b> . . . . .	929	971	1,193	1,144	1,242	1,233	1,231	1,294	1,237	1,278	1,417	1,704	14,873
Dept. stores (excl. leased depts.) . . . . .	77	82	106	104	105	111	103	115	110	115	140	217	1,385
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	80	86	110	109	109	116	107	119	115	120	146	225	1,442
GAF, total <sup>3</sup> . . . . .	251	264	330	311	316	325	306	339	320	338	412	646	4,158
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	2,633	2,756	3,238	3,270	3,425	3,439	3,376	3,537	3,310	3,485	3,517	4,424	40,410
Nondurable goods, total . . . . .	1,615	1,599	1,837	1,852	1,941	1,919	1,919	2,013	1,868	1,941	2,008	2,532	23,044
Dept. stores (excl. leased depts.) . . . . .	255	260	325	301	330	327	319	344	307	341	397	640	4,146
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	260	265	331	306	335	331	324	349	312	345	403	650	4,211
GAF, total <sup>3</sup> . . . . .	729	739	879	834	892	901	889	979	892	956	1,128	1,780	11,598
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	1,267	1,232	1,498	1,473	1,580	1,654	1,681	1,713	1,700	1,675	1,603	2,094	19,170
Nondurable goods, total . . . . .	677	693	833	785	848	872	846	880	855	851	897	1,198	10,235
Dept. stores (excl. leased depts.) . . . . .	112	114	141	137	152	151	147	157	148	165	194	288	1,906
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	114	117	145	140	155	154	150	161	152	168	198	293	1,947
GAF, total <sup>3</sup> . . . . .	376	365	434	416	461	459	464	516	479	507	582	899	5,958
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	3,171	3,239	4,045	4,069	3,824	4,038	3,735	3,972	3,862	3,995	3,979	4,826	46,755
Nondurable goods, total . . . . .	1,970	1,946	2,290	2,285	2,328	2,445	2,361	2,403	2,375	2,470	2,415	3,047	28,335
Dept. stores (excl. leased depts.) . . . . .	351	342	421	431	428	448	410	443	428	468	550	793	5,513
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	361	351	431	440	437	457	418	451	437	478	562	811	5,634
GAF, total <sup>3</sup> . . . . .	852	847	1,031	1,035	1,009	1,033	972	1,089	1,053	1,144	1,334	2,030	13,429
<b>Detroit, MI PMSA, total</b> . . . . .	2,912	2,994	3,747	3,715	3,565	3,755	3,489	3,670	3,563	3,663	3,668	4,470	43,211
Nondurable goods, total . . . . .	1,842	1,824	2,155	2,155	2,197	2,311	2,235	2,272	2,245	2,333	2,272	2,869	26,710
Dept. stores (excl. leased depts.) . . . . .	323	316	390	400	396	416	380	410	396	434	513	740	5,114
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	332	324	399	409	405	425	388	418	405	443	525	757	5,230
GAF, total <sup>3</sup> . . . . .	774	780	956	959	931	957	902	1,011	966	1,067	1,241	1,883	12,427
<b>Houston-Gelveston-Braxoria, TX CMSA, total</b> . . . . .	2,381	2,327	2,785	2,725	2,795	2,842	2,792	2,872	2,658	2,604	2,750	3,496	33,027
Nondurable goods, total . . . . .	1,551	1,494	1,725	1,699	1,744	1,694	1,738	1,763	1,608	1,672	1,728	2,217	20,633
Dept. stores (excl. leased depts.) . . . . .	219	224	281	261	281	273	279	303	262	287	339	552	3,561
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	222	227	285	265	286	277	284	307	265	292	344	561	3,615
GAF, total <sup>3</sup> . . . . .	631	630	762	724	765	743	753	829	722	762	922	1,470	9,713

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	2,166	2,103	2,525	2,491	2,543	2,586	2,518	2,573	2,382	2,365	2,499	3,157	29,908
Nondurable goods, total	1,396	1,340	1,537	1,523	1,562	1,505	1,557	1,573	1,421	1,511	1,562	1,976	18,463
Dept. stores (excl. leased depts.)	187	190	239	220	237	230	235	257	222	245	289	472	3,023
Dept. stores (incl. leased depts.) <sup>2</sup>	189	193	242	224	241	234	239	262	227	249	293	479	3,072
GAF, total <sup>3</sup>	565	564	682	647	684	665	673	746	652	688	837	1,336	8,739
<b>Kansas City, MO-KS MSA, total</b>	<b>963</b>	<b>972</b>	<b>1,232</b>	<b>1,184</b>	<b>1,211</b>	<b>1,316</b>	<b>1,269</b>	<b>1,326</b>	<b>1,297</b>	<b>1,267</b>	<b>1,279</b>	<b>1,585</b>	<b>14,901</b>
Dept. stores (excl. leased depts.)	109	109	140	131	144	139	135	151	138	152	177	267	1,792
Dept. stores (incl. leased depts.) <sup>2</sup>	111	111	143	133	146	142	137	153	140	155	180	270	1,821
GAF, total <sup>3</sup>	263	262	326	307	328	321	318	352	318	342	399	624	4,160
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>8,763</b>	<b>8,760</b>	<b>9,934</b>	<b>9,732</b>	<b>10,073</b>	<b>10,210</b>	<b>10,163</b>	<b>10,303</b>	<b>9,973</b>	<b>10,087</b>	<b>10,368</b>	<b>12,545</b>	<b>120,911</b>
Nondurable goods, total	5,327	5,196	5,856	5,748	5,877	5,929	5,891	5,934	5,736	5,860	6,227	7,799	71,380
Dept. stores (excl. leased depts.)	584	602	740	698	744	776	743	782	762	797	1,017	1,567	9,812
Dept. stores (incl. leased depts.) <sup>2</sup>	601	621	761	718	763	794	761	800	780	815	1,039	1,597	10,050
GAF, total <sup>3</sup>	2,204	2,303	2,683	2,552	2,677	2,740	2,683	2,801	2,719	2,805	3,317	4,948	34,432
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>1,957</b>	<b>1,865</b>	<b>2,162</b>	<b>2,040</b>	<b>2,082</b>	<b>2,152</b>	<b>2,196</b>	<b>2,146</b>	<b>2,091</b>	<b>2,074</b>	<b>2,114</b>	<b>2,645</b>	<b>25,524</b>
Dept. stores (excl. leased depts.)	114	116	143	133	142	148	144	150	146	149	197	310	1,892
Dept. stores (incl. leased depts.) <sup>2</sup>	118	120	147	138	147	152	147	154	150	153	202	316	1,944
GAF, total <sup>3</sup>	574	562	639	598	612	643	640	673	652	663	761	1,108	8,125
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>5,070</b>	<b>5,085</b>	<b>5,722</b>	<b>5,711</b>	<b>5,882</b>	<b>5,916</b>	<b>5,951</b>	<b>6,091</b>	<b>5,855</b>	<b>5,931</b>	<b>6,064</b>	<b>7,252</b>	<b>70,530</b>
Nondurable goods, total	3,042	2,967	3,348	3,315	3,383	3,396	3,422	3,503	3,354	3,435	3,622	4,404	41,191
Dept. stores (excl. leased depts.)	301	311	384	363	392	413	394	418	409	424	539	836	5,184
Dept. stores (incl. leased depts.) <sup>2</sup>	311	321	396	374	403	423	404	428	419	434	551	853	5,317
GAF, total <sup>3</sup>	1,191	1,267	1,502	1,429	1,519	1,544	1,508	1,576	1,529	1,580	1,867	2,794	19,306
<b>Los Angeles, CA City, total</b>	<b>1,672</b>	<b>1,652</b>	<b>1,890</b>	<b>1,838</b>	<b>1,914</b>	<b>1,924</b>	<b>1,887</b>	<b>1,972</b>	<b>1,913</b>	<b>1,924</b>	<b>1,940</b>	<b>2,327</b>	<b>22,853</b>
Nondurable goods, total	1,116	1,061	1,197	1,185	1,187	1,186	1,207	1,220	1,170	1,205	1,238	1,453	14,425
Dept. stores (excl. leased depts.)	67	58	72	74	79	88	86	90	91	95	128	199	1,127
Dept. stores (incl. leased depts.) <sup>2</sup>	70	62	75	77	82	91	89	94	94	99	132	204	1,169
GAF, total <sup>3</sup>	389	388	456	440	469	467	461	475	453	479	551	809	5,837
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>2,697</b>	<b>2,732</b>	<b>3,038</b>	<b>2,836</b>	<b>2,955</b>	<b>2,866</b>	<b>2,779</b>	<b>2,893</b>	<b>2,825</b>	<b>3,005</b>	<b>3,406</b>	<b>3,975</b>	<b>36,007</b>
Nondurable goods, total	1,434	1,423	1,586	1,473	1,490	1,440	1,440	1,501	1,436	1,495	1,604	2,068	18,390
Dept. stores (excl. leased depts.)	170	178	208	190	199	191	186	217	188	195	248	393	2,563
Dept. stores (incl. leased depts.) <sup>2</sup>	174	182	213	195	203	195	191	222	192	200	254	401	2,622
GAF, total <sup>3</sup>	724	735	834	784	797	776	767	830	750	815	985	1,528	10,325
<b>Miami-Hialeah, FL PMSA, total</b>	<b>1,462</b>	<b>1,437</b>	<b>1,662</b>	<b>1,554</b>	<b>1,584</b>	<b>1,578</b>	<b>1,544</b>	<b>1,581</b>	<b>1,555</b>	<b>1,664</b>	<b>1,776</b>	<b>2,162</b>	<b>19,559</b>
Nondurable goods, total	801	801	899	838	856	834	843	880	862	916	973	1,229	10,732
Dept. stores (excl. leased depts.)	94	98	115	107	111	108	106	123	107	108	138	215	1,430
Dept. stores (incl. leased depts.) <sup>2</sup>	97	101	119	110	114	111	109	126	110	111	141	219	1,468
GAF, total <sup>3</sup>	439	439	506	475	486	480	481	520	473	516	611	935	6,361
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>948</b>	<b>1,016</b>	<b>1,215</b>	<b>1,152</b>	<b>1,262</b>	<b>1,204</b>	<b>1,121</b>	<b>1,329</b>	<b>1,215</b>	<b>1,193</b>	<b>1,266</b>	<b>1,488</b>	<b>14,409</b>
Dept. stores (excl. leased depts.)	81	83	111	112	111	113	104	122	110	125	152	226	1,450
Dept. stores (incl. leased depts.) <sup>2</sup>	83	85	115	115	115	116	107	126	113	129	157	232	1,493
GAF, total <sup>3</sup>	217	219	287	279	285	285	267	305	285	302	359	535	3,625
<b>Milwaukee, WI PMSA, total</b>	<b>816</b>	<b>866</b>	<b>1,007</b>	<b>977</b>	<b>1,061</b>	<b>1,018</b>	<b>968</b>	<b>1,147</b>	<b>1,007</b>	<b>1,020</b>	<b>1,072</b>	<b>1,252</b>	<b>12,211</b>
Dept. stores (excl. leased depts.)	72	74	99	100	99	101	93	109	98	112	136	201	1,294
Dept. stores (incl. leased depts.) <sup>2</sup>	74	76	102	103	102	104	96	112	101	116	140	207	1,333
GAF, total <sup>3</sup>	192	195	254	248	252	255	240	273	255	269	321	477	3,231
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>1,835</b>	<b>1,855</b>	<b>2,302</b>	<b>2,220</b>	<b>2,352</b>	<b>2,284</b>	<b>2,217</b>	<b>2,467</b>	<b>2,427</b>	<b>2,387</b>	<b>2,430</b>	<b>2,798</b>	<b>27,574</b>
Dept. stores (excl. leased depts.)	174	172	224	213	222	227	210	246	230	257	295	423	2,893
Dept. stores (incl. leased depts.) <sup>2</sup>	177	176	228	217	226	232	214	251	236	263	301	433	2,954
GAF, total <sup>3</sup>	447	458	561	545	555	563	540	605	580	613	685	982	7,134
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,250</b>	<b>9,753</b>	<b>11,918</b>	<b>11,697</b>	<b>12,253</b>	<b>12,490</b>	<b>11,676</b>	<b>12,184</b>	<b>12,181</b>	<b>12,281</b>	<b>12,785</b>	<b>15,593</b>	<b>145,061</b>
Nondurable goods, total	6,840	6,419	7,571	7,437	7,660	7,684	7,356	7,588	7,648	7,859	8,118	10,110	92,290
Dept. stores (excl. leased depts.)	508	580	733	760	808	815	708	804	848	891	1,120	1,689	10,264
Dept. stores (incl. leased depts.) <sup>2</sup>	523	596	752	781	829	835	726	823	870	914	1,150	1,726	10,525
GAF, total <sup>3</sup>	2,502	2,577	3,177	3,218	3,311	3,398	3,134	3,424	3,508	3,588	4,179	6,228	42,244
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,127</b>	<b>1,912</b>	<b>2,425</b>	<b>2,341</b>	<b>2,456</b>	<b>2,523</b>	<b>2,331</b>	<b>2,406</b>	<b>2,367</b>	<b>2,354</b>	<b>2,401</b>	<b>2,832</b>	<b>28,475</b>
Nondurable goods, total	1,326	1,099	1,351	1,307	1,320	1,380	1,342	1,391	1,382	1,377	1,374	1,753	16,402
Dept. stores (excl. leased depts.)	97	110	140	145	154	165	140	155	162	167	219	335	1,989
Dept. stores (incl. leased depts.) <sup>2</sup>	100	113	144	149	158	168	143	158	166	171	225	342	2,037
<b>New York, NY PMSA, total</b>	<b>3,546</b>	<b>3,417</b>	<b>4,078</b>	<b>4,026</b>	<b>4,225</b>	<b>4,340</b>	<b>4,004</b>	<b>4,267</b>	<b>4,250</b>	<b>4,380</b>	<b>4,696</b>	<b>5,734</b>	<b>50,963</b>
Nondurable goods, total	2,417	2,328	2,678	2,643	2,747	2,728	2,587	2,743	2,753	2,874	3,065	3,735	33,298
Dept. stores (excl. leased depts.)	181	210	260	263	287	268	237	280	299	316	379	559	3,539
Dept. stores (incl. leased depts.) <sup>2</sup>	187	217	268	271	295	274	244	286	306	324	388	572	3,632
GAF, total <sup>3</sup>	1,080	1,097	1,346	1,368	1,401	1,423	1,307	1,434	1,495	1,542	1,780	2,555	17,828
<b>Newark, NJ PMSA, total</b>	<b>945</b>	<b>926</b>	<b>1,125</b>	<b>1,144</b>	<b>1,207</b>	<b>1,217</b>	<b>1,144</b>	<b>1,189</b>	<b>1,193</b>	<b>1,135</b>	<b>1,118</b>	<b>1,322</b>	<b>13,665</b>
Dept. stores (excl. leased depts.)	37	43	55	58	61	63	53	60	65	69	91	141	796
Dept. stores (incl. leased depts.) <sup>2</sup>	38	45	56	60	63	65	55	62	67	72	94	145	822
<b>New York, NY City, total</b>	<b>2,731</b>	<b>2,615</b>	<b>3,108</b>	<b>3,058</b>	<b>3,184</b>	<b>3,226</b>	<b>3,045</b>	<b>3,231</b>	<b>3,242</b>	<b>3,346</b>	<b>3,589</b>	<b>4,421</b>	<b>38,796</b>
Nondurable goods, total	1,971	1,905	2,203	2,165	2,255	2,225	2,114	2,252	2,271	2,358	2,488	3,001	27,208
Dept. stores (excl. leased depts.)	136	158	196	196	214	192	171	211	225	239	280	399	2,617
Dept. stores (incl. leased depts.) <sup>2</sup>	141	164	202	202	220	198	177	216	231	246	287	409	2,693
GAF, total <sup>3</sup>	887	899	1,107	1,126	1,144	1,156	1,072	1,180	1,232	1,271	1,464	2,045	14,583

See footnotes at end of list of areas.



Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:  
January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Tranton, PA-NJ-DE CMSA, total</b>	<b>3,696</b>	<b>3,814</b>	<b>4,561</b>	<b>4,487</b>	<b>4,638</b>	<b>4,598</b>	<b>4,391</b>	<b>4,604</b>	<b>4,450</b>	<b>4,553</b>	<b>4,608</b>	<b>5,467</b>	<b>53,867</b>
Nondurable goods, total	2,313	2,221	2,605	2,484	2,576	2,560	2,489	2,566	2,539	2,721	2,852	3,545	31,471
Dept. stores (excl. leased depts.)	214	238	325	339	354	353	308	337	353	388	497	760	4,466
Dept. stores (incl. leased depts.) <sup>2</sup>	222	245	334	350	365	363	316	347	364	399	511	775	4,591
GAF, total <sup>3</sup>	701	740	954	980	1,002	1,012	914	1,018	1,042	1,089	1,298	2,018	12,768
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,970</b>	<b>3,081</b>	<b>3,648</b>	<b>3,571</b>	<b>3,732</b>	<b>3,670</b>	<b>3,521</b>	<b>3,713</b>	<b>3,548</b>	<b>3,672</b>	<b>3,738</b>	<b>4,421</b>	<b>43,285</b>
Nondurable goods, total	1,885	1,794	2,119	1,978	2,042	2,049	2,004	2,060	2,049	2,176	2,286	2,881	25,323
Dept. stores (excl. leased depts.)	166	186	255	266	277	277	240	263	278	306	392	600	3,506
Dept. stores (incl. leased depts.) <sup>2</sup>	172	190	262	273	285	285	247	270	286	315	403	613	3,601
GAF, total <sup>3</sup>	576	604	775	797	827	839	749	842	864	901	1,074	1,671	10,519
<b>Philadelphia, PA City, total</b>	<b>643</b>	<b>625</b>	<b>716</b>	<b>658</b>	<b>667</b>	<b>716</b>	<b>643</b>	<b>664</b>	<b>669</b>	<b>694</b>	<b>720</b>	<b>907</b>	<b>8,322</b>
Dept. stores (excl. leased depts.)	26	27	38	39	41	41	35	37	41	43	57	89	514
Dept. stores (incl. leased depts.) <sup>2</sup>	28	28	40	41	42	42	36	39	42	45	60	92	535
<b>Phoenix, AZ MSA, total</b>	<b>1,561</b>	<b>1,590</b>	<b>1,856</b>	<b>1,706</b>	<b>1,771</b>	<b>1,715</b>	<b>1,713</b>	<b>1,794</b>	<b>1,686</b>	<b>1,790</b>	<b>1,827</b>	<b>2,221</b>	<b>21,230</b>
Dept. stores (excl. leased depts.)	127	133	164	149	151	145	141	156	141	161	203	315	1,986
Dept. stores (incl. leased depts.) <sup>2</sup>	130	137	168	153	154	148	144	160	144	164	208	321	2,031
GAF, total <sup>3</sup>	401	428	509	449	464	442	418	474	422	457	560	869	5,893
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,117</b>	<b>1,205</b>	<b>1,425</b>	<b>1,402</b>	<b>1,453</b>	<b>1,481</b>	<b>1,402</b>	<b>1,498</b>	<b>1,448</b>	<b>1,485</b>	<b>1,579</b>	<b>1,949</b>	<b>17,444</b>
Nondurable goods, total	786	775	905	892	919	943	946	974	937	968	1,038	1,332	11,415
Dept. stores (excl. leased depts.)	91	105	143	142	146	149	141	159	148	170	230	326	1,950
Dept. stores (incl. leased depts.) <sup>2</sup>	97	111	149	150	153	157	149	168	156	178	239	337	2,044
GAF, total <sup>3</sup>	268	299	375	371	377	380	355	409	388	414	531	822	4,989
<b>Pittsburgh, PA PMSA, total</b>	<b>1,076</b>	<b>1,150</b>	<b>1,350</b>	<b>1,333</b>	<b>1,376</b>	<b>1,393</b>	<b>1,328</b>	<b>1,409</b>	<b>1,351</b>	<b>1,395</b>	<b>1,479</b>	<b>1,848</b>	<b>16,488</b>
Nondurable goods, total	752	739	867	852	880	904	908	930	897	925	990	1,273	10,917
Dept. stores (excl. leased depts.)	82	96	130	129	132	135	128	145	135	155	210	298	1,775
Dept. stores (incl. leased depts.) <sup>2</sup>	88	101	137	137	139	142	135	153	142	162	219	308	1,863
GAF, total <sup>3</sup>	253	282	352	349	354	357	333	382	363	390	498	768	4,681
<b>St. Louis, MO-IL MSA, total</b>	<b>1,550</b>	<b>1,562</b>	<b>1,887</b>	<b>1,787</b>	<b>2,024</b>	<b>2,028</b>	<b>1,905</b>	<b>1,979</b>	<b>1,928</b>	<b>1,860</b>	<b>1,938</b>	<b>2,444</b>	<b>22,892</b>
Dept. stores (excl. leased depts.)	164	166	213	204	217	209	201	218	215	226	280	418	2,731
Dept. stores (incl. leased depts.) <sup>2</sup>	165	169	216	207	220	213	205	221	219	230	284	424	2,773
GAF, total <sup>3</sup>	399	406	499	483	530	513	502	558	523	524	640	998	6,575
<b>San Diego, CA MSA, total</b>	<b>1,477</b>	<b>1,399</b>	<b>1,576</b>	<b>1,636</b>	<b>1,661</b>	<b>1,647</b>	<b>1,745</b>	<b>1,687</b>	<b>1,584</b>	<b>1,683</b>	<b>1,721</b>	<b>2,137</b>	<b>19,953</b>
Nondurable goods, total	871	829	930	930	951	949	985	963	919	969	1,033	1,283	11,612
Dept. stores (excl. leased depts.)	107	106	131	122	130	135	135	143	135	141	181	277	1,743
Dept. stores (incl. leased depts.) <sup>2</sup>	111	111	137	127	135	139	139	148	140	146	186	284	1,803
GAF, total <sup>3</sup>	444	433	507	490	505	524	529	554	514	542	645	996	6,683
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>4,027</b>	<b>3,909</b>	<b>4,504</b>	<b>4,395</b>	<b>4,499</b>	<b>4,577</b>	<b>4,628</b>	<b>4,653</b>	<b>4,744</b>	<b>4,923</b>	<b>4,908</b>	<b>6,032</b>	<b>55,799</b>
Nondurable goods, total	2,538	2,453	2,837	2,796	2,850	2,927	2,966	2,954	2,884	3,022	3,162	3,917	35,306
Dept. stores (excl. leased depts.)	261	269	328	306	328	341	340	361	343	353	454	710	4,394
Dept. stores (incl. leased depts.) <sup>2</sup>	267	278	338	315	335	348	346	368	350	359	462	722	4,488
GAF, total <sup>3</sup>	1,213	1,181	1,377	1,324	1,402	1,455	1,481	1,520	1,450	1,506	1,777	2,662	18,348
<b>Oakland, CA PMSA, total</b>	<b>1,272</b>	<b>1,282</b>	<b>1,435</b>	<b>1,409</b>	<b>1,478</b>	<b>1,470</b>	<b>1,486</b>	<b>1,501</b>	<b>1,436</b>	<b>1,464</b>	<b>1,499</b>	<b>1,865</b>	<b>17,597</b>
Dept. stores (excl. leased depts.)	82	85	104	96	103	108	106	114	107	109	143	230	1,387
Dept. stores (incl. leased depts.) <sup>2</sup>	85	88	108	99	105	110	108	117	110	112	146	233	1,421
<b>San Francisco, CA PMSA, total</b>	<b>1,087</b>	<b>1,047</b>	<b>1,188</b>	<b>1,195</b>	<b>1,231</b>	<b>1,259</b>	<b>1,291</b>	<b>1,288</b>	<b>1,275</b>	<b>1,338</b>	<b>1,349</b>	<b>1,713</b>	<b>15,261</b>
Nondurable goods, total	785	767	875	861	893	912	936	934	928	977	1,030	1,236	11,134
Dept. stores (excl. leased depts.)	68	70	85	78	84	86	89	91	91	91	115	172	1,120
Dept. stores (incl. leased depts.) <sup>2</sup>	70	72	88	81	86	88	91	93	93	93	117	176	1,148
GAF, total <sup>3</sup>	378	371	429	415	436	460	482	473	470	481	562	824	5,781
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,852</b>	<b>1,819</b>	<b>2,081</b>	<b>1,991</b>	<b>2,124</b>	<b>2,175</b>	<b>2,100</b>	<b>2,311</b>	<b>2,163</b>	<b>2,166</b>	<b>2,282</b>	<b>2,759</b>	<b>25,823</b>
Dept. stores (excl. leased depts.)	124	131	156	148	158	156	152	177	154	160	199	305	2,020
Dept. stores (incl. leased depts.) <sup>2</sup>	130	138	162	154	164	162	157	184	161	165	204	310	2,091
GAF, total <sup>3</sup>	481	491	558	539	568	587	584	621	577	592	706	1,087	7,391
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,753</b>	<b>1,794</b>	<b>2,110</b>	<b>1,968</b>	<b>1,963</b>	<b>1,897</b>	<b>1,805</b>	<b>1,931</b>	<b>1,801</b>	<b>1,875</b>	<b>1,974</b>	<b>2,308</b>	<b>23,179</b>
Nondurable goods, total	1,096	1,102	1,307	1,236	1,220	1,162	1,160	1,182	1,123	1,179	1,252	1,527	14,546
Dept. stores (excl. leased depts.)	120	127	152	139	137	130	130	142	127	139	172	281	1,796
Dept. stores (incl. leased depts.) <sup>2</sup>	123	131	155	143	140	133	133	145	130	143	176	286	1,838
GAF, total <sup>3</sup>	330	340	395	359	360	352	358	380	348	367	446	710	4,745
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,818</b>	<b>2,873</b>	<b>3,372</b>	<b>3,354</b>	<b>3,494</b>	<b>3,413</b>	<b>3,333</b>	<b>3,502</b>	<b>3,342</b>	<b>3,390</b>	<b>3,493</b>	<b>4,425</b>	<b>40,809</b>
Nondurable goods, total	1,810	1,771	2,032	2,055	2,111	2,044	2,033	2,048	2,017	2,081	2,154	2,709	24,865
Dept. stores (excl. leased depts.)	152	170	212	225	226	224	212	229	231	247	286	466	2,880
Dept. stores (incl. leased depts.) <sup>2</sup>	157	176	219	233	233	230	218	237	238	255	294	477	2,967
GAF, total <sup>3</sup>	682	720	873	887	905	914	914	990	968	1,009	1,138	1,787	11,787

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b> . . . . .	1,945	1,904	2,189	2,176	2,338	2,256	2,292	2,268	2,167	2,294	2,411	2,995	27,235
Nondurable goods, total . . . . .	1,244	1,262	1,363	1,380	1,470	1,369	1,397	1,423	1,362	1,457	1,575	1,873	17,175
Dept. stores (excl. leased depts.) . . . . .	154	174	198	211	226	212	207	233	213	238	284	430	2,780
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	156	180	202	215	230	216	212	238	217	242	289	437	2,834
GAF, total <sup>3</sup> . . . . .	542	557	645	666	702	684	686	737	695	755	869	1,326	8,864
<b>Baltimore, MD MSA, total</b> . . . . .	1,206	1,222	1,356	1,434	1,483	1,483	1,484	1,436	1,440	1,451	1,540	1,915	17,450
Nondurable goods, total . . . . .	737	734	817	831	859	841	825	830	842	871	931	1,202	10,320
Dept. stores (excl. leased depts.) . . . . .	82	86	100	119	124	114	107	118	123	131	166	261	1,531
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	84	89	103	122	128	117	110	122	127	135	171	269	1,577
GAF, total <sup>3</sup> . . . . .	286	298	331	376	375	371	358	375	374	390	470	751	4,755
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	2,334	2,258	2,505	2,498	2,558	2,584	2,450	2,561	2,648	2,696	2,774	3,411	31,277
Nondurable goods, total . . . . .	1,539	1,515	1,700	1,694	1,771	1,719	1,628	1,698	1,788	1,887	1,949	2,401	21,289
Dept. stores (excl. leased depts.) . . . . .	115	125	142	162	177	169	145	166	177	188	232	362	2,160
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	120	130	148	170	185	176	151	173	184	195	240	374	2,246
GAF, total <sup>3</sup> . . . . .	531	537	593	647	679	643	602	677	702	718	844	1,311	8,484
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	5,299	5,236	6,077	6,234	6,363	6,216	6,323	6,144	6,019	6,323	6,516	7,645	74,395
Nondurable goods, total . . . . .	3,345	3,239	3,744	3,814	3,890	3,687	3,698	3,731	3,631	3,962	4,134	4,912	45,787
Dept. stores (excl. leased depts.) . . . . .	342	352	461	471	505	479	466	518	507	585	681	1,030	6,397
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	355	367	477	487	523	495	481	533	523	603	701	1,062	6,607
GAF, total <sup>3</sup> . . . . .	1,246	1,228	1,448	1,493	1,559	1,516	1,504	1,604	1,569	1,676	1,938	2,979	19,760
<b>Chicago, IL PMSA, total</b> . . . . .	4,094	4,045	4,684	4,773	4,892	4,718	4,730	4,590	4,539	4,763	4,927	5,691	56,446
Nondurable goods, total . . . . .	2,555	2,474	2,858	2,898	2,945	2,753	2,693	2,718	2,685	2,947	3,081	3,655	34,262
Dept. stores (excl. leased depts.) . . . . .	256	268	352	359	382	363	350	391	389	447	516	780	4,853
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	268	281	366	372	397	377	363	405	402	463	534	808	5,036
GAF, total <sup>3</sup> . . . . .	961	943	1,109	1,149	1,188	1,152	1,138	1,201	1,190	1,285	1,458	2,218	14,992
<b>Chicago, IL City, total</b> . . . . .	1,073	1,013	1,191	1,192	1,203	1,225	1,205	1,167	1,187	1,329	1,254	1,428	14,467
Nondurable goods, total . . . . .	762	717	825	862	865	833	854	825	838	974	957	1,056	10,368
Dept. stores (excl. leased depts.) . . . . .	74	79	98	99	106	101	95	104	109	124	137	204	1,330
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	79	84	103	104	111	107	100	110	115	131	144	215	1,403
GAF, total <sup>3</sup> . . . . .	287	277	326	333	342	331	322	349	346	394	418	614	4,339
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	1,047	997	1,157	1,217	1,299	1,233	1,248	1,198	1,159	1,200	1,221	1,540	14,516
Nondurable goods, total . . . . .	687	655	733	767	818	740	766	756	744	786	795	989	9,236
Dept. stores (excl. leased depts.) . . . . .	87	84	110	116	123	117	115	122	118	132	157	235	1,516
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	89	86	113	119	126	120	118	125	121	135	161	240	1,553
GAF, total <sup>3</sup> . . . . .	263	247	309	321	332	332	341	332	314	344	410	642	4,187
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	1,550	1,553	1,864	1,858	1,952	1,919	1,873	1,846	1,753	1,811	1,916	2,355	22,250
Nondurable goods, total . . . . .	984	943	1,096	1,104	1,140	1,128	1,114	1,105	1,097	1,145	1,167	1,529	13,552
Dept. stores (excl. leased depts.) . . . . .	107	111	141	152	160	154	151	168	164	172	213	330	2,023
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	111	115	146	158	166	160	156	175	170	177	221	342	2,097
GAF, total <sup>3</sup> . . . . .	343	337	397	425	438	430	436	467	455	478	579	914	5,699
<b>Cleveland, OH PMSA, total</b> . . . . .	962	995	1,135	1,130	1,211	1,130	1,102	1,109	1,064	1,097	1,193	1,504	13,632
Dept. stores (excl. leased depts.) . . . . .	70	72	92	100	105	101	99	110	108	112	133	209	1,311
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	73	75	96	104	110	105	102	114	112	115	138	217	1,361
GAF, total <sup>3</sup> . . . . .	234	227	272	292	298	290	299	319	314	329	395	610	3,879
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	2,565	2,577	2,966	2,979	3,152	3,073	3,109	3,017	2,862	2,987	3,053	3,857	36,197
Nondurable goods, total . . . . .	1,622	1,568	1,779	1,795	1,847	1,760	1,855	1,813	1,691	1,835	1,864	2,318	21,747
Dept. stores (excl. leased depts.) . . . . .	237	241	288	288	311	294	305	312	279	324	365	590	3,834
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	242	247	295	295	318	301	312	320	286	330	371	599	3,916
GAF, total <sup>3</sup> . . . . .	637	633	752	813	844	808	820	862	783	864	1,001	1,595	10,412
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	1,337	1,249	1,435	1,478	1,576	1,551	1,683	1,642	1,551	1,612	1,621	1,947	18,682
Nondurable goods, total . . . . .	730	716	802	794	854	801	842	872	824	854	900	1,084	10,073
Dept. stores (excl. leased depts.) . . . . .	104	102	125	125	139	134	136	149	134	150	168	260	1,726
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	106	104	128	127	141	136	138	152	137	153	171	265	1,758
GAF, total <sup>3</sup> . . . . .	372	361	427	417	443	438	447	493	461	484	552	816	5,711
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	2,868	2,789	3,312	3,376	3,496	3,612	3,460	3,574	3,501	3,598	3,691	4,507	41,784
Nondurable goods, total . . . . .	1,893	1,797	2,056	2,152	2,189	2,182	2,143	2,155	2,140	2,255	2,322	2,892	26,176
Dept. stores (excl. leased depts.) . . . . .	328	309	379	402	422	413	401	421	414	443	508	746	5,186
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	335	317	387	411	431	422	409	429	423	453	519	763	5,299
GAF, total <sup>3</sup> . . . . .	808	768	899	942	968	954	941	988	982	1,017	1,196	1,817	12,280
<b>Detroit, MI PMSA, total</b> . . . . .	2,623	2,551	3,044	3,100	3,197	3,299	3,160	3,251	3,191	3,286	3,420	4,169	38,291
Nondurable goods, total . . . . .	1,783	1,686	1,934	2,020	2,051	2,050	2,016	2,025	2,008	2,118	2,178	2,709	24,578
Dept. stores (excl. leased depts.) . . . . .	301	286	351	373	391	383	372	389	382	410	472	695	4,805
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	309	294	359	382	399	391	379	397	391	420	484	712	4,917
GAF, total <sup>3</sup> . . . . .	736	707	834	876	896	883	874	913	903	944	1,110	1,680	11,356
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	2,315	2,262	2,594	2,581	2,655	2,619	2,719	2,674	2,511	2,501	2,572	3,295	31,298
Nondurable goods, total . . . . .	1,555	1,486	1,646	1,685	1,731	1,644	1,739	1,708	1,599	1,678	1,726	2,172	20,369
Dept. stores (excl. leased depts.) . . . . .	205	213	247	251	271	257	268	277	242	273	317	499	3,320
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	209	217	252	256	276	261	272	282	246	278	322	507	3,378
GAF, total <sup>3</sup> . . . . .	588	590	696	739	769	720	756	777	700	738	862	1,345	9,280

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Galveston-Breazle, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	2,126	2,066	2,358	2,360	2,409	2,368	2,487	2,433	2,283	2,288	2,339	2,998	28,515
Nondurable goods, total	1,404	1,337	1,472	1,516	1,549	1,465	1,566	1,537	1,429	1,513	1,555	1,940	18,283
Dept. stores (excl. leased depts.)	177	183	213	217	230	219	228	237	207	235	272	429	2,847
Dept. stores (incl. leased depts.) <sup>2</sup>	181	187	218	221	235	223	232	241	212	238	276	436	2,900
GAF, total <sup>3</sup>	532	533	627	669	689	646	678	699	632	663	777	1,209	8,354
<b>Kansas City, MO-KS MSA, total</b>	982	913	1,150	1,146	1,177	1,197	1,111	1,171	1,105	1,141	1,162	1,472	13,727
Dept. stores (excl. leased depts.)	100	100	124	123	139	129	127	144	129	147	169	250	1,681
Dept. stores (incl. leased depts.) <sup>2</sup>	101	101	126	125	141	131	129	145	131	149	171	253	1,703
GAF, total <sup>3</sup>	254	244	287	292	317	303	304	332	302	330	377	603	3,945
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	8,525	8,325	9,364	9,495	9,817	9,528	9,664	9,542	9,119	9,441	9,663	11,802	114,285
Nondurable goods, total	5,315	5,126	5,704	5,780	5,942	5,699	5,856	5,785	5,560	5,775	6,097	7,562	70,201
Dept. stores (excl. leased depts.)	564	566	688	681	728	703	702	730	695	723	901	1,471	9,152
Dept. stores (incl. leased depts.) <sup>2</sup>	582	586	711	705	753	726	724	753	718	745	928	1,512	9,443
GAF, total <sup>3</sup>	2,215	2,172	2,517	2,501	2,609	2,580	2,597	2,649	2,533	2,596	3,055	4,663	32,687
<b>Anaheim-Santa Ana, CA PMSA, total</b>	1,772	1,710	1,939	1,973	2,020	2,008	1,988	2,006	1,896	2,019	2,029	2,604	23,964
Dept. stores (excl. leased depts.)	109	109	131	131	142	135	139	144	138	140	177	294	1,789
Dept. stores (incl. leased depts.) <sup>2</sup>	112	113	135	136	146	139	143	148	142	144	182	302	1,842
GAF, total <sup>3</sup>	534	492	567	562	575	579	578	597	576	585	697	1,051	7,393
<b>Los Angeles-Long Beach, CA PMSA, total</b>	5,050	4,911	5,539	5,620	5,825	5,598	5,724	5,617	5,359	5,525	5,624	6,759	67,151
Nondurable goods, total	3,144	3,004	3,345	3,376	3,472	3,294	3,406	3,343	3,202	3,332	3,495	4,238	40,651
Dept. stores (excl. leased depts.)	311	308	377	369	397	383	381	393	376	389	479	786	4,949
Dept. stores (incl. leased depts.) <sup>2</sup>	322	319	391	384	411	397	394	406	389	402	494	807	5,116
GAF, total <sup>3</sup>	1,227	1,221	1,426	1,409	1,495	1,479	1,496	1,510	1,441	1,479	1,703	2,629	18,515
<b>Los Angeles, CA City, total</b>	1,800	1,699	1,919	1,905	1,947	1,869	1,915	1,899	1,822	1,853	1,899	2,258	22,785
Nondurable goods, total	1,171	1,115	1,231	1,232	1,275	1,184	1,251	1,213	1,169	1,229	1,268	1,494	14,832
Dept. stores (excl. leased depts.)	83	84	106	101	106	100	102	102	98	101	124	193	1,300
Dept. stores (incl. leased depts.) <sup>2</sup>	86	87	110	105	110	104	106	107	103	105	129	201	1,353
GAF, total <sup>3</sup>	421	423	490	482	501	498	514	511	496	511	562	837	6,246
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	2,636	2,780	2,820	2,984	2,991	2,896	2,977	2,858	2,801	2,935	3,069	4,057	35,804
Nondurable goods, total	1,511	1,470	1,620	1,644	1,653	1,579	1,626	1,621	1,570	1,608	1,681	2,080	19,663
Dept. stores (excl. leased depts.)	160	169	185	183	185	178	175	197	173	181	232	368	2,386
Dept. stores (incl. leased depts.) <sup>2</sup>	164	174	190	188	191	183	179	202	177	185	237	375	2,445
GAF, total <sup>3</sup>	815	781	831	839	839	807	808	834	771	804	984	1,498	10,611
<b>Miami-Hialeah, FL PMSA, total</b>	1,539	1,665	1,623	1,739	1,686	1,629	1,606	1,641	1,603	1,627	1,687	2,068	20,113
Nondurable goods, total	909	884	954	983	991	938	949	960	920	943	975	1,181	11,587
Dept. stores (excl. leased depts.)	94	99	107	107	110	105	103	115	100	101	134	204	1,379
Dept. stores (incl. leased depts.) <sup>2</sup>	96	101	110	110	112	107	105	118	102	103	136	208	1,408
GAF, total <sup>3</sup>	552	514	541	552	547	526	531	545	500	502	599	898	6,807
<b>Milwaukee-Racine, WI CMSA, total</b>	882	916	1,096	1,018	1,121	1,103	1,087	1,129	1,086	1,070	1,182	1,403	13,093
Dept. stores (excl. leased depts.)	79	81	99	107	107	102	102	117	109	122	146	214	1,385
Dept. stores (incl. leased depts.) <sup>2</sup>	80	83	102	110	110	104	104	120	112	125	149	220	1,419
GAF, total <sup>3</sup>	216	217	258	270	275	268	267	293	287	304	360	532	3,547
<b>Milwaukee, WI PMSA, total</b>	779	795	938	896	965	938	945	967	912	928	1,018	1,202	11,283
Dept. stores (excl. leased depts.)	70	72	89	95	96	91	91	105	97	109	130	190	1,235
Dept. stores (incl. leased depts.) <sup>2</sup>	71	73	91	97	98	93	92	107	99	111	133	196	1,261
GAF, total <sup>3</sup>	194	192	232	240	247	237	237	260	255	272	320	475	3,161
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,804	1,726	2,088	2,040	2,088	2,161	2,127	2,063	2,087	2,148	2,163	2,540	25,035
Dept. stores (excl. leased depts.)	163	157	199	201	212	210	202	232	225	248	271	397	2,717
Dept. stores (incl. leased depts.) <sup>2</sup>	168	161	203	206	217	214	207	237	231	253	278	405	2,780
GAF, total <sup>3</sup>	424	404	494	493	510	517	510	552	552	575	641	926	6,598
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	10,070	9,246	10,353	11,054	11,276	11,708	11,579	11,590	11,544	11,650	12,079	15,107	137,256
Nondurable goods, total	6,840	6,333	6,960	7,114	7,243	7,354	7,216	7,214	7,390	7,618	7,919	9,886	89,087
Dept. stores (excl. leased depts.)	520	547	636	738	794	754	658	735	780	830	1,025	1,636	9,653
Dept. stores (incl. leased depts.) <sup>2</sup>	533	564	655	759	815	773	675	754	800	850	1,049	1,670	9,897
GAF, total <sup>3</sup>	2,553	2,443	2,773	3,167	3,253	3,344	3,298	3,356	3,443	3,465	3,919	6,033	41,047
<b>Nassau-Suffolk, NY PMSA, total</b>	2,033	1,761	2,011	2,144	2,163	2,270	2,274	2,320	2,302	2,236	2,364	2,939	26,817
Nondurable goods, total	1,344	1,105	1,239	1,252	1,260	1,323	1,352	1,334	1,353	1,331	1,360	1,799	16,052
Dept. stores (excl. leased depts.)	97	103	120	137	145	143	125	138	147	154	199	323	1,831
Dept. stores (incl. leased depts.) <sup>2</sup>	99	105	122	140	148	146	127	140	149	157	203	329	1,865
<b>New York, NY PMSA, total</b>	3,561	3,356	3,697	3,830	4,033	4,169	4,080	4,091	4,044	4,154	4,317	5,393	48,725
Nondurable goods, total	2,532	2,401	2,576	2,632	2,703	2,658	2,577	2,646	2,661	2,810	2,923	3,572	32,691
Dept. stores (excl. leased depts.)	180	195	222	255	279	258	218	249	268	289	333	534	3,280
Dept. stores (incl. leased depts.) <sup>2</sup>	187	202	230	264	288	265	225	256	276	297	342	547	3,379
GAF, total <sup>3</sup>	1,076	1,021	1,170	1,311	1,348	1,444	1,443	1,437	1,444	1,446	1,600	2,435	17,175
<b>Newark, NJ PMSA, total</b>	906	802	891	978	1,018	1,050	1,045	1,053	997	1,047	1,044	1,260	12,091
Dept. stores (excl. leased depts.)	41	43	51	60	66	60	51	57	61	65	81	133	769
Dept. stores (incl. leased depts.) <sup>2</sup>	42	45	52	63	67	62	53	59	63	68	83	136	793
<b>New York, NY City, total</b>	2,854	2,633	2,906	2,977	3,082	3,206	3,181	3,163	3,101	3,238	3,293	4,159	37,793
Nondurable goods, total	2,106	1,983	2,141	2,168	2,222	2,185	2,111	2,174	2,186	2,321	2,374	2,847	26,818
Dept. stores (excl. leased depts.)	135	147	166	189	204	185	160	183	198	215	239	384	2,405
Dept. stores (incl. leased depts.) <sup>2</sup>	139	153	174	196	211	192	164	189	204	221	246	395	2,484
GAF, total <sup>3</sup>	889	838	959	1,072	1,092	1,191	1,212	1,198	1,192	1,199	1,298	1,925	14,065

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,657</b>	<b>3,618</b>	<b>4,004</b>	<b>4,272</b>	<b>4,432</b>	<b>4,304</b>	<b>4,189</b>	<b>4,249</b>	<b>4,179</b>	<b>4,271</b>	<b>4,474</b>	<b>5,327</b>	<b>50,976</b>
Nondurable goods, total	2,359	2,317	2,489	2,592	2,673	2,520	2,498	2,526	2,555	2,661	2,757	3,419	31,366
Dept. stores (excl. leased depts.)	224	228	279	327	357	316	288	309	333	360	472	737	4,230
Dept. stores (incl. leased depts.) <sup>2</sup>	232	236	288	337	367	326	297	319	343	371	484	753	4,353
GAF, total <sup>3</sup>	778	746	865	979	1,019	960	897	957	989	1,015	1,224	1,885	12,314
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,954</b>	<b>2,922</b>	<b>3,203</b>	<b>3,401</b>	<b>3,539</b>	<b>3,433</b>	<b>3,380</b>	<b>3,460</b>	<b>3,382</b>	<b>3,444</b>	<b>3,637</b>	<b>4,286</b>	<b>41,041</b>
Nondurable goods, total	1,952	1,902	2,039	2,076	2,121	2,039	2,027	2,051	2,091	2,138	2,214	2,765	25,415
Dept. stores (excl. leased depts.)	175	178	218	257	280	247	225	240	262	283	370	580	3,315
Dept. stores (incl. leased depts.) <sup>2</sup>	182	185	225	265	289	255	231	247	270	291	379	591	3,410
GAF, total <sup>3</sup>	649	620	705	805	836	791	733	780	812	826	1,001	1,545	10,103
<b>Philadelphia, PA City, total</b>	<b>693</b>	<b>697</b>	<b>763</b>	<b>758</b>	<b>797</b>	<b>804</b>	<b>721</b>	<b>750</b>	<b>737</b>	<b>713</b>	<b>750</b>	<b>939</b>	<b>9,122</b>
Dept. stores (excl. leased depts.)	28	26	33	39	42	36	34	34	39	41	52	83	487
Dept. stores (incl. leased depts.) <sup>2</sup>	30	28	35	40	44	38	35	36	40	43	55	85	509
<b>Phoenix, AZ MSA, total</b>	<b>1,426</b>	<b>1,408</b>	<b>1,484</b>	<b>1,498</b>	<b>1,511</b>	<b>1,434</b>	<b>1,472</b>	<b>1,535</b>	<b>1,499</b>	<b>1,591</b>	<b>1,677</b>	<b>2,037</b>	<b>18,572</b>
Dept. stores (excl. leased depts.)	111	117	139	133	135	121	124	138	124	142	178	282	1,744
Dept. stores (incl. leased depts.) <sup>2</sup>	114	120	143	136	138	124	127	141	127	144	182	288	1,784
GAF, total <sup>3</sup>	361	356	405	397	408	375	370	418	384	427	521	829	5,251
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,118</b>	<b>1,091</b>	<b>1,258</b>	<b>1,356</b>	<b>1,382</b>	<b>1,381</b>	<b>1,408</b>	<b>1,434</b>	<b>1,390</b>	<b>1,425</b>	<b>1,509</b>	<b>1,819</b>	<b>16,571</b>
Nondurable goods, total	785	743	862	917	940	909	930	923	914	967	1,016	1,255	11,161
Dept. stores (excl. leased depts.)	95	99	128	140	145	135	134	147	145	159	218	306	1,851
Dept. stores (incl. leased depts.) <sup>2</sup>	100	104	134	147	152	142	141	155	153	167	227	319	1,941
GAF, total <sup>3</sup>	314	320	353	390	394	383	384	418	399	399	515	808	5,077
<b>Pittsburgh, PA PMSA, total</b>	<b>1,072</b>	<b>1,036</b>	<b>1,193</b>	<b>1,286</b>	<b>1,302</b>	<b>1,294</b>	<b>1,331</b>	<b>1,356</b>	<b>1,318</b>	<b>1,354</b>	<b>1,423</b>	<b>1,746</b>	<b>15,711</b>
Nondurable goods, total	750	707	823	872	893	869	892	884	873	924	966	1,195	10,648
Dept. stores (excl. leased depts.)	87	90	117	127	132	123	122	134	132	146	200	280	1,690
Dept. stores (incl. leased depts.) <sup>2</sup>	91	95	123	134	138	129	128	141	140	153	209	292	1,773
GAF, total <sup>3</sup>	298	303	335	370	371	361	364	394	377	376	483	766	4,798
<b>St. Louis, MO-IL MSA, total</b>	<b>1,549</b>	<b>1,480</b>	<b>1,801</b>	<b>1,756</b>	<b>1,807</b>	<b>1,794</b>	<b>1,703</b>	<b>1,678</b>	<b>1,761</b>	<b>1,756</b>	<b>1,791</b>	<b>2,272</b>	<b>21,148</b>
Dept. stores (excl. leased depts.)	145	148	183	191	203	189	184	203	205	220	265	383	2,519
Dept. stores (incl. leased depts.) <sup>2</sup>	147	150	186	194	205	193	186	206	209	223	268	387	2,554
GAF, total <sup>3</sup>	384	369	437	457	483	462	455	487	484	504	613	954	6,089
<b>San Diego, CA MSA, total</b>	<b>1,441</b>	<b>1,388</b>	<b>1,566</b>	<b>1,638</b>	<b>1,700</b>	<b>1,649</b>	<b>1,760</b>	<b>1,726</b>	<b>1,608</b>	<b>1,699</b>	<b>1,631</b>	<b>2,048</b>	<b>19,854</b>
Nondurable goods, total	850	822	912	935	962	925	984	972	926	987	978	1,271	11,524
Dept. stores (excl. leased depts.)	100	102	121	122	132	128	129	136	126	128	159	262	1,645
Dept. stores (incl. leased depts.) <sup>2</sup>	104	105	126	126	137	132	133	141	131	133	165	271	1,704
GAF, total <sup>3</sup>	425	425	475	482	507	497	504	520	489	504	583	930	6,341
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>4,016</b>	<b>3,917</b>	<b>4,341</b>	<b>4,314</b>	<b>4,464</b>	<b>4,489</b>	<b>4,641</b>	<b>4,412</b>	<b>4,582</b>	<b>4,657</b>	<b>4,645</b>	<b>5,675</b>	<b>54,153</b>
Nondurable goods, total	2,480	2,398	2,651	2,700	2,783	2,773	2,859	2,741	2,691	2,794	2,888	3,636	33,394
Dept. stores (excl. leased depts.)	252	254	300	301	325	325	331	347	318	338	421	682	4,194
Dept. stores (incl. leased depts.) <sup>2</sup>	260	263	310	312	334	335	341	356	328	348	432	697	4,316
GAF, total <sup>3</sup>	1,151	1,146	1,262	1,270	1,369	1,387	1,398	1,413	1,366	1,387	1,655	2,528	17,332
<b>Oakland, CA PMSA, total</b>	<b>1,266</b>	<b>1,251</b>	<b>1,393</b>	<b>1,442</b>	<b>1,474</b>	<b>1,463</b>	<b>1,503</b>	<b>1,422</b>	<b>1,416</b>	<b>1,446</b>	<b>1,479</b>	<b>1,773</b>	<b>17,328</b>
Dept. stores (excl. leased depts.)	79	78	94	93	100	101	102	108	99	104	135	219	1,312
Dept. stores (incl. leased depts.) <sup>2</sup>	81	81	96	96	103	104	105	111	101	107	138	224	1,347
<b>San Francisco, CA PMSA, total</b>	<b>1,090</b>	<b>1,056</b>	<b>1,158</b>	<b>1,204</b>	<b>1,233</b>	<b>1,255</b>	<b>1,302</b>	<b>1,228</b>	<b>1,215</b>	<b>1,213</b>	<b>1,229</b>	<b>1,582</b>	<b>14,765</b>
Nondurable goods, total	802	766	827	843	871	877	927	849	861	884	917	1,133	10,557
Dept. stores (excl. leased depts.)	68	69	79	80	86	85	88	89	86	89	106	172	1,097
Dept. stores (incl. leased depts.) <sup>2</sup>	69	71	82	83	88	87	90	91	88	91	109	176	1,125
GAF, total <sup>3</sup>	362	356	392	394	426	441	456	436	430	435	515	785	5,428
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,751</b>	<b>1,747</b>	<b>1,950</b>	<b>1,975</b>	<b>2,122</b>	<b>2,133</b>	<b>2,078</b>	<b>2,106</b>	<b>2,006</b>	<b>2,017</b>	<b>2,100</b>	<b>2,626</b>	<b>24,611</b>
Dept. stores (excl. leased depts.)	120	125	143	143	159	149	146	175	154	158	193	298	1,963
Dept. stores (incl. leased depts.) <sup>2</sup>	125	131	149	149	165	154	151	183	160	164	201	309	2,041
GAF, total <sup>3</sup>	480	474	538	526	572	560	586	601	562	588	678	1,044	7,209
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,674</b>	<b>1,679</b>	<b>1,910</b>	<b>1,879</b>	<b>1,820</b>	<b>1,735</b>	<b>1,680</b>	<b>1,696</b>	<b>1,748</b>	<b>1,738</b>	<b>1,856</b>	<b>2,204</b>	<b>21,619</b>
Nondurable goods, total	1,102	1,080	1,182	1,179	1,121	1,048	1,014	1,010	996	1,059	1,162	1,433	13,386
Dept. stores (excl. leased depts.)	112	116	134	133	129	120	123	131	118	133	163	259	1,671
Dept. stores (incl. leased depts.) <sup>2</sup>	114	119	137	136	132	123	126	134	120	136	166	264	1,707
GAF, total <sup>3</sup>	346	343	383	373	369	353	353	369	372	369	440	665	4,735
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,767</b>	<b>2,636</b>	<b>2,925</b>	<b>3,026</b>	<b>3,233</b>	<b>3,210</b>	<b>3,220</b>	<b>3,167</b>	<b>3,226</b>	<b>3,253</b>	<b>3,328</b>	<b>4,111</b>	<b>38,102</b>
Nondurable goods, total	1,799	1,696	1,895	1,946	2,021	1,987	1,988	1,939	1,961	2,062	2,118	2,659	24,071
Dept. stores (excl. leased depts.)	154	161	184	209	221	202	191	210	222	231	271	442	2,698
Dept. stores (incl. leased depts.) <sup>2</sup>	159	167	190	216	228	208	198	216	229	238	279	454	2,782
GAF, total <sup>3</sup>	711	680	760	837	890	876	873	897	910	936	1,055	1,598	11,023

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1992												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b> .....	1,728	1,810	1,993	2,046	2,039	2,030	2,074	2,071	1,994	2,147	2,207	2,759	24,898
Nondurable goods, total .....	1,125	1,177	1,284	1,307	1,364	1,320	1,347	1,423	1,336	1,447	1,517	1,827	16,474
Dept. stores (excl. leased depts.) .....	136	169	196	195	204	188	190	223	201	220	268	406	2,596
Dept. stores (incl. leased depts.) <sup>2</sup> .....	141	174	202	200	209	193	195	229	207	225	274	413	2,662
GAF, total <sup>3</sup> .....	509	551	593	596	609	585	600	671	624	666	777	1,201	7,982
<b>Baltimore, MD MSA, total</b> .....	1,222	1,225	1,343	1,367	1,414	1,401	1,367	1,374	1,352	1,361	1,398	1,816	16,640
Nondurable goods, total .....	741	746	784	812	821	784	785	809	795	848	885	1,155	9,965
Dept. stores (excl. leased depts.) .....	80	91	102	113	120	109	102	113	110	123	156	246	1,465
Dept. stores (incl. leased depts.) <sup>2</sup> .....	82	94	106	117	123	113	105	116	113	126	161	252	1,508
GAF, total <sup>3</sup> .....	299	301	336	361	369	357	343	372	361	386	457	739	4,681
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> .....	2,159	2,201	2,387	2,380	2,532	2,527	2,366	2,361	2,447	2,546	2,567	3,228	29,701
Nondurable goods, total .....	1,510	1,543	1,692	1,678	1,810	1,740	1,595	1,652	1,693	1,808	1,893	2,350	20,964
Dept. stores (excl. leased depts.) .....	115	125	144	159	172	162	135	165	168	181	218	347	2,091
Dept. stores (incl. leased depts.) <sup>2</sup> .....	120	132	151	167	179	169	142	172	176	190	227	360	2,185
GAF, total <sup>3</sup> .....	519	515	559	608	646	610	547	652	685	699	819	1,263	8,122
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> .....	5,148	5,061	5,485	5,656	6,030	5,920	5,684	5,756	5,698	6,216	6,116	7,605	70,375
Nondurable goods, total .....	3,299	3,230	3,485	3,546	3,735	3,545	3,500	3,660	3,520	3,906	4,041	5,000	44,467
Dept. stores (excl. leased depts.) .....	311	348	421	417	465	430	403	472	425	517	602	912	5,723
Dept. stores (incl. leased depts.) <sup>2</sup> .....	323	364	437	432	483	447	417	490	442	538	624	947	5,944
GAF, total <sup>3</sup> .....	1,091	1,172	1,312	1,354	1,456	1,416	1,342	1,495	1,426	1,626	1,834	2,895	18,419
<b>Chicago, IL PMSA, total</b> .....	4,095	4,019	4,416	4,538	4,863	4,754	4,503	4,540	4,467	4,931	4,834	5,949	55,909
Nondurable goods, total .....	2,646	2,570	2,773	2,801	2,958	2,800	2,750	2,871	2,773	3,087	3,181	3,904	35,114
Dept. stores (excl. leased depts.) .....	232	264	321	317	352	326	303	357	326	397	459	698	4,352
Dept. stores (incl. leased depts.) <sup>2</sup> .....	243	276	335	330	367	340	315	371	339	415	479	727	4,537
GAF, total <sup>3</sup> .....	797	869	1,030	1,058	1,130	1,110	1,049	1,149	1,093	1,268	1,396	2,201	14,150
<b>Chicago, IL City, total</b> .....	1,244	1,214	1,358	1,380	1,426	1,390	1,357	1,193	1,172	1,329	1,219	1,549	15,831
Nondurable goods, total .....	954	956	1,037	1,048	1,077	1,039	1,006	857	842	936	895	1,115	11,762
Dept. stores (excl. leased depts.) .....	67	78	90	86	97	91	85	100	97	117	128	193	1,229
Dept. stores (incl. leased depts.) <sup>2</sup> .....	72	83	96	90	102	97	90	106	102	124	136	205	1,303
GAF, total <sup>3</sup> .....	270	292	307	311	344	323	298	327	319	379	412	629	4,211
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> .....	1,079	1,079	1,105	1,119	1,175	1,173	1,166	1,174	1,171	1,234	1,218	1,514	14,207
Nondurable goods, total .....	668	661	725	730	757	726	743	757	737	790	812	988	9,094
Dept. stores (excl. leased depts.) .....	82	92	109	115	115	106	105	121	113	128	149	231	1,466
Dept. stores (incl. leased depts.) <sup>2</sup> .....	84	94	112	119	118	109	108	125	116	132	154	237	1,508
GAF, total <sup>3</sup> .....	251	277	307	324	327	324	317	347	324	350	393	625	4,166
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> .....	1,439	1,514	1,647	1,739	1,787	1,732	1,719	1,822	1,725	1,817	1,842	2,259	21,042
Nondurable goods, total .....	895	939	991	1,009	1,072	1,042	1,057	1,112	1,056	1,102	1,136	1,488	12,899
Dept. stores (excl. leased depts.) .....	97	110	130	138	143	135	127	154	135	152	189	304	1,814
Dept. stores (incl. leased depts.) <sup>2</sup> .....	102	116	137	146	151	143	134	163	143	161	197	315	1,908
GAF, total <sup>3</sup> .....	320	344	379	412	415	408	388	449	406	455	531	846	5,353
<b>Cleveland, OH PMSA, total</b> .....	979	1,011	1,071	1,130	1,126	1,080	1,081	1,162	1,094	1,153	1,208	1,462	13,557
Dept. stores (excl. leased depts.) .....	67	75	90	96	100	94	87	104	92	103	124	200	1,232
Dept. stores (incl. leased depts.) <sup>2</sup> .....	70	80	95	102	105	100	91	109	97	108	129	208	1,294
GAF, total <sup>3</sup> .....	218	232	262	286	288	285	267	309	277	313	358	558	3,653
<b>Dallas-Fort Worth, TX CMSA, total</b> .....	2,463	2,568	2,786	2,788	3,076	3,038	3,122	3,165	2,907	3,013	2,920	3,561	35,407
Nondurable goods, total .....	1,638	1,681	1,833	1,776	1,905	1,891	1,954	1,994	1,798	1,872	1,874	2,287	22,503
Dept. stores (excl. leased depts.) .....	218	242	276	276	294	275	280	309	262	292	362	557	3,643
Dept. stores (incl. leased depts.) <sup>2</sup> .....	223	248	282	283	300	281	285	314	268	298	368	567	3,717
GAF, total <sup>3</sup> .....	607	653	713	728	770	720	729	809	692	771	891	1,416	9,499
<b>Denver-Boulder, CO CMSA, total</b> .....	1,187	1,210	1,325	1,338	1,377	1,334	1,416	1,490	1,421	1,520	1,469	1,866	16,953
Nondurable goods, total .....	701	698	751	752	803	763	786	832	778	824	863	1,099	9,650
Dept. stores (excl. leased depts.) .....	94	102	116	124	133	121	123	141	119	137	158	247	1,615
Dept. stores (incl. leased depts.) <sup>2</sup> .....	95	104	118	127	136	124	125	145	122	141	163	252	1,652
GAF, total <sup>3</sup> .....	332	341	366	359	385	362	368	415	371	400	451	761	4,911
<b>Detroit-Ann Arbor, MI CMSA, total</b> .....	2,647	2,753	2,996	3,114	3,306	3,398	3,222	3,322	3,303	3,415	3,398	4,143	39,017
Nondurable goods, total .....	1,701	1,695	1,851	1,930	2,056	2,074	1,999	2,056	2,000	2,177	2,190	2,656	24,385
Dept. stores (excl. leased depts.) .....	293	314	359	385	416	394	373	413	390	446	507	718	5,008
Dept. stores (incl. leased depts.) <sup>2</sup> .....	299	322	368	393	424	401	381	422	398	457	519	735	5,119
GAF, total <sup>3</sup> .....	725	768	835	886	949	923	892	973	952	1,017	1,151	1,821	11,892
<b>Detroit, MI PMSA, total</b> .....	2,428	2,521	2,748	2,874	3,054	3,143	2,930	3,013	2,993	3,101	3,119	3,788	35,712
Nondurable goods, total .....	1,583	1,577	1,730	1,810	1,919	1,949	1,878	1,924	1,872	2,043	2,048	2,468	22,801
Dept. stores (excl. leased depts.) .....	275	290	333	356	384	364	345	382	359	412	471	668	4,639
Dept. stores (incl. leased depts.) <sup>2</sup> .....	282	298	342	365	391	372	353	389	368	423	482	685	4,750
GAF, total <sup>3</sup> .....	662	698	769	819	873	856	826	900	872	937	1,065	1,678	10,955
<b>Houston-Galveston-Braxoria, TX CMSA, total</b> .....	2,351	2,359	2,566	2,600	2,637	2,651	2,636	2,673	2,458	2,456	2,457	3,168	31,012
Nondurable goods, total .....	1,491	1,487	1,564	1,615	1,664	1,614	1,703	1,731	1,562	1,664	1,707	2,158	19,960
Dept. stores (excl. leased depts.) .....	192	210	240	241	256	241	244	271	225	247	311	479	3,157
Dept. stores (incl. leased depts.) <sup>2</sup> .....	195	215	245	246	260	245	248	274	229	251	316	487	3,211
GAF, total <sup>3</sup> .....	546	567	627	682	734	674	675	738	639	679	796	1,250	8,607

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1992												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	2,134	2,132	2,343	2,381	2,404	2,417	2,411	2,439	2,250	2,260	2,243	2,889	28,303
Nondurable goods, total	1,340	1,335	1,403	1,450	1,496	1,441	1,528	1,560	1,402	1,501	1,539	1,936	17,931
Dept. stores (excl. leased depts.)	167	182	207	208	220	207	209	232	194	213	270	415	2,724
Dept. stores (incl. leased depts.) <sup>2</sup>	169	186	211	213	224	211	212	237	198	217	274	423	2,775
GAF, total <sup>3</sup>	498	509	565	611	657	602	601	661	575	612	717	1,132	7,740
Kansas City, MO-KS MSA, total	990	961	1,106	1,157	1,143	1,158	1,090	1,073	1,056	1,108	1,090	1,379	13,311
Dept. stores (excl. leased depts.)	96	105	119	119	135	120	117	134	115	131	154	236	1,581
Dept. stores (incl. leased depts.) <sup>2</sup>	96	105	121	120	136	121	118	136	116	133	157	239	1,598
GAF, total <sup>3</sup>	249	253	290	303	324	313	278	316	276	305	357	568	3,832
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	9,240	8,952	9,468	9,507	9,828	9,518	9,584	9,654	9,145	9,640	9,597	11,590	115,723
Nondurable goods, total	5,719	5,605	5,850	5,884	6,167	5,853	5,982	6,049	5,750	6,034	6,159	7,465	72,517
Dept. stores (excl. leased depts.)	546	584	665	661	720	687	680	712	665	721	869	1,462	8,972
Dept. stores (incl. leased depts.) <sup>2</sup>	563	605	689	685	745	711	703	736	690	747	898	1,504	9,276
GAF, total <sup>3</sup>	2,288	2,265	2,436	2,432	2,616	2,571	2,562	2,644	2,518	2,703	3,039	4,666	32,740
Anaheim-Santa Ana, CA PMSA, total	1,992	1,991	2,065	2,112	2,116	2,018	2,062	2,065	1,936	2,046	2,024	2,332	24,759
Dept. stores (excl. leased depts.)	107	117	133	134	144	136	137	141	133	144	174	301	1,801
Dept. stores (incl. leased depts.) <sup>2</sup>	109	119	137	138	150	141	142	147	139	149	180	309	1,860
GAF, total <sup>3</sup>	541	571	585	594	619	628	650	654	637	687	752	1,021	7,939
<b>Los Angeles-Long Beach, CA PMSA, total</b>	5,325	5,173	5,455	5,470	5,775	5,592	5,621	5,703	5,386	5,708	5,648	6,863	67,719
Nondurable goods, total	3,384	3,303	3,440	3,444	3,622	3,430	3,487	3,545	3,374	3,531	3,568	4,343	42,471
Dept. stores (excl. leased depts.)	306	325	367	361	402	385	382	398	374	399	474	797	4,970
Dept. stores (incl. leased depts.) <sup>2</sup>	318	338	381	375	416	399	394	412	387	415	492	821	5,148
GAF, total <sup>3</sup>	1,261	1,253	1,359	1,358	1,504	1,465	1,448	1,499	1,409	1,505	1,684	2,650	18,395
<b>Los Angeles, CA City, total</b>	1,934	1,833	1,933	1,914	1,988	1,946	1,953	1,984	1,889	1,999	1,968	2,379	23,720
Nondurable goods, total	1,264	1,235	1,267	1,256	1,317	1,242	1,244	1,290	1,231	1,305	1,332	1,545	15,528
Dept. stores (excl. leased depts.)	87	95	105	101	113	109	110	110	101	111	130	210	1,382
Dept. stores (incl. leased depts.) <sup>2</sup>	91	99	110	105	118	114	114	115	106	116	136	219	1,443
GAF, total <sup>3</sup>	401	404	434	438	482	478	477	499	461	508	538	832	5,952
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	2,036	2,363	2,450	2,411	2,459	2,379	2,389	2,159	2,400	2,890	2,838	3,649	30,423
Nondurable goods, total	1,258	1,274	1,368	1,368	1,384	1,287	1,320	1,335	1,361	1,473	1,558	2,100	17,086
Dept. stores (excl. leased depts.)	131	142	160	155	160	152	152	156	181	191	230	344	2,154
Dept. stores (incl. leased depts.) <sup>2</sup>	135	147	164	161	164	157	156	160	185	196	235	350	2,210
GAF, total <sup>3</sup>	561	588	651	674	698	664	697	701	750	815	951	1,604	9,354
<b>Miami-Hialeah, FL PMSA, total</b>	1,104	1,147	1,310	1,362	1,267	1,223	1,278	1,165	1,341	1,687	1,603	2,130	16,617
Nondurable goods, total	717	745	812	814	825	772	781	765	808	882	923	1,235	10,079
Dept. stores (excl. leased depts.)	76	83	93	93	97	93	93	90	111	121	137	196	1,283
Dept. stores (incl. leased depts.) <sup>2</sup>	79	85	95	96	99	94	95	92	114	124	141	200	1,314
GAF, total <sup>3</sup>	362	376	418	437	447	435	463	453	498	552	625	1,050	6,116
<b>Milwaukee-Racine, WI CMSA, total</b>	949	927	966	941	1,057	1,022	989	1,012	988	1,003	1,054	1,238	12,146
Dept. stores (excl. leased depts.)	73	78	99	100	107	97	94	114	98	119	144	206	1,329
Dept. stores (incl. leased depts.) <sup>2</sup>	74	80	101	103	109	100	96	117	101	122	148	212	1,363
GAF, total <sup>3</sup>	213	213	248	257	271	257	252	283	264	291	339	511	3,399
<b>Milwaukee, WI PMSA, total</b>	810	800	847	829	917	878	858	867	841	877	903	1,082	10,509
Dept. stores (excl. leased depts.)	64	69	88	89	95	86	84	102	88	106	128	182	1,181
Dept. stores (incl. leased depts.) <sup>2</sup>	65	71	90	92	97	89	85	104	89	109	132	188	1,211
GAF, total <sup>3</sup>	186	190	217	224	241	224	221	250	233	259	299	455	2,999
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,572	1,521	1,702	1,770	1,996	1,971	2,011	1,923	1,946	2,071	2,053	2,498	23,034
Dept. stores (excl. leased depts.)	153	157	191	188	200	193	180	222	204	236	256	374	2,554
Dept. stores (incl. leased depts.) <sup>2</sup>	157	163	197	194	205	199	185	228	209	243	264	384	2,628
GAF, total <sup>3</sup>	362	365	431	438	464	453	453	517	510	558	614	887	6,052
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	10,123	9,894	10,443	10,630	11,209	11,260	11,024	11,003	10,695	11,293	11,159	14,484	133,217
Nondurable goods, total	6,709	6,429	6,820	7,033	7,273	7,271	7,285	7,443	7,224	7,739	7,782	9,825	88,833
Dept. stores (excl. leased depts.)	507	580	666	732	795	744	637	722	742	815	961	1,552	9,453
Dept. stores (incl. leased depts.) <sup>2</sup>	522	597	685	752	815	762	653	740	763	839	984	1,588	9,700
GAF, total <sup>3</sup>	2,510	2,569	2,756	3,033	3,187	3,174	3,032	3,304	3,250	3,396	3,654	5,895	39,760
<b>Nassau-Suffolk, NY PMSA, total</b>	2,022	1,891	1,927	1,890	2,023	2,085	2,078	2,045	1,954	2,071	2,012	2,616	24,614
Nondurable goods, total	1,297	1,166	1,209	1,255	1,251	1,268	1,356	1,322	1,285	1,375	1,325	1,732	15,841
Dept. stores (excl. leased depts.)	92	105	120	131	142	137	116	131	139	152	184	303	1,752
Dept. stores (incl. leased depts.) <sup>2</sup>	94	107	123	134	144	139	119	134	142	156	188	309	1,789
<b>New York, NY PMSA, total</b>	3,696	3,534	3,793	3,888	4,108	4,144	4,083	4,107	3,965	4,174	4,184	5,299	48,975
Nondurable goods, total	2,480	2,389	2,555	2,615	2,726	2,771	2,808	2,906	2,779	2,964	3,003	3,685	33,681
Dept. stores (excl. leased depts.)	186	219	241	260	282	259	213	246	258	280	311	496	3,251
Dept. stores (incl. leased depts.) <sup>2</sup>	193	227	249	269	289	266	219	253	266	291	320	510	3,352
GAF, total <sup>3</sup>	1,093	1,088	1,149	1,277	1,378	1,420	1,371	1,489	1,472	1,494	1,553	2,400	17,184
<b>Newark, NJ PMSA, total</b>	930	949	993	1,017	1,054	1,034	982	959	971	983	947	1,240	12,059
Dept. stores (excl. leased depts.)	41	48	53	60	67	61	54	58	59	66	78	130	775
Dept. stores (incl. leased depts.) <sup>2</sup>	42	50	55	62	68	62	56	59	60	67	80	134	795
<b>New York, NY City, total</b>	2,970	2,830	2,970	3,042	3,203	3,247	3,242	3,262	3,170	3,319	3,304	4,234	38,793
Nondurable goods, total	2,061	1,967	2,092	2,147	2,215	2,282	2,327	2,407	2,313	2,448	2,460	3,013	27,732
Dept. stores (excl. leased depts.)	140	165	177	193	206	188	154	182	192	208	228	359	2,392
Dept. stores (incl. leased depts.) <sup>2</sup>	146	171	183	200	212	193	160	187	199	217	235	370	2,473
GAF, total <sup>3</sup>	913	894	927	1,028	1,101	1,161	1,151	1,254	1,234	1,249	1,281	1,949	14,142

See footnotes at end of list of areas.



Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:  
January 1987 to December 1996—Con.

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1992												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	3,735	3,704	3,930	4,011	4,213	4,215	4,125	4,146	3,958	4,202	4,282	5,162	49,683
Nondurable goods, total	2,184	2,182	2,321	2,396	2,542	2,497	2,474	2,523	2,447	2,675	2,840	3,498	30,579
Dept. stores (excl. leased depts.)	220	236	277	310	335	299	269	300	308	335	451	692	4,032
Dept. stores (incl. leased depts.) <sup>2</sup>	228	244	285	320	344	308	277	308	317	345	462	707	4,145
GAF, total <sup>3</sup>	810	855	925	993	1,019	960	892	979	973	1,003	1,189	1,863	12,461
<b>Philadelphia, PA-NJ PMSA, total</b>	2,990	2,952	3,063	3,125	3,342	3,355	3,239	3,278	3,095	3,313	3,418	4,149	39,319
Nondurable goods, total	1,711	1,718	1,837	1,886	2,027	2,025	1,984	2,023	1,987	2,158	2,305	2,850	24,511
Dept. stores (excl. leased depts.)	177	188	219	246	267	238	212	236	244	265	354	544	3,190
Dept. stores (incl. leased depts.) <sup>2</sup>	182	194	226	254	274	245	218	243	251	273	362	555	3,277
GAF, total <sup>3</sup>	695	718	763	817	846	790	731	806	806	818	978	1,523	10,291
<b>Philadelphia, PA City, total</b>	695	693	718	702	728	716	688	720	677	688	753	930	8,708
Dept. stores (excl. leased depts.)	30	29	35	39	39	36	32	34	37	39	50	76	476
Dept. stores (incl. leased depts.) <sup>2</sup>	31	29	36	41	41	38	34	36	39	41	53	79	498
<b>Phoenix, AZ MSA, total</b>	1,349	1,376	1,510	1,483	1,499	1,439	1,419	1,469	1,411	1,477	1,521	1,854	17,807
Dept. stores (excl. leased depts.)	101	115	127	123	125	113	107	124	109	123	164	256	1,587
Dept. stores (incl. leased depts.) <sup>2</sup>	102	117	131	128	129	116	110	127	112	127	168	263	1,630
GAF, total <sup>3</sup>	291	315	345	341	352	325	315	351	333	362	453	715	4,498
<b>Pittsburgh-Baavay Valley, PA CMSA, total</b>	1,034	1,104	1,195	1,250	1,233	1,217	1,237	1,312	1,241	1,275	1,312	1,683	15,093
Nondurable goods, total	762	791	856	889	891	862	873	897	861	905	955	1,216	10,758
Dept. stores (excl. leased depts.)	86	101	120	137	138	124	120	146	130	148	206	289	1,745
Dept. stores (incl. leased depts.) <sup>2</sup>	91	106	126	145	145	130	126	154	138	156	214	299	1,830
GAF, total <sup>3</sup>	263	283	313	338	341	332	328	379	343	366	470	763	4,519
<b>Pittsburgh, PA PMSA, total</b>	991	1,066	1,154	1,195	1,182	1,165	1,186	1,256	1,187	1,220	1,249	1,597	14,448
Nondurable goods, total	730	760	823	848	855	821	839	855	821	864	908	1,153	10,277
Dept. stores (excl. leased depts.)	80	93	111	127	127	114	110	133	120	136	188	264	1,603
Dept. stores (incl. leased depts.) <sup>2</sup>	84	98	117	134	134	120	116	140	127	143	197	274	1,684
GAF, total <sup>3</sup>	250	269	297	321	323	314	308	354	321	344	440	715	4,256
<b>St. Louis, MO-IL MSA, total</b>	1,463	1,454	1,610	1,643	1,858	1,719	1,688	1,666	1,649	1,741	1,726	2,161	20,378
Dept. stores (excl. leased depts.)	138	153	176	185	195	178	172	190	178	194	246	356	2,361
Dept. stores (incl. leased depts.) <sup>2</sup>	139	155	179	188	197	180	173	192	181	197	249	361	2,391
GAF, total <sup>3</sup>	362	374	425	441	486	430	422	457	438	478	571	892	5,776
<b>San Diego, CA MSA, total</b>	1,295	1,327	1,455	1,526	1,571	1,568	1,670	1,634	1,534	1,623	1,584	2,012	18,799
Nondurable goods, total	786	801	843	884	908	886	950	949	878	946	950	1,238	11,019
Dept. stores (excl. leased depts.)	99	105	118	120	126	120	125	137	120	127	153	255	1,605
Dept. stores (incl. leased depts.) <sup>2</sup>	101	108	122	124	130	124	129	142	124	131	159	263	1,657
GAF, total <sup>3</sup>	389	409	442	449	466	461	481	502	476	499	577	911	6,062
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	3,919	3,887	4,236	4,323	4,383	4,479	4,583	4,350	4,361	4,540	4,476	5,601	53,138
Nondurable goods, total	2,460	2,334	2,524	2,594	2,711	2,665	2,751	2,697	2,556	2,679	2,755	3,496	32,222
Dept. stores (excl. leased depts.)	243	262	299	297	333	306	330	346	313	326	413	659	4,127
Dept. stores (incl. leased depts.) <sup>2</sup>	251	271	308	307	342	315	339	356	323	336	425	677	4,250
GAF, total <sup>3</sup>	1,124	1,134	1,253	1,256	1,318	1,297	1,313	1,359	1,272	1,312	1,535	2,418	16,591
<b>Oakland, CA PMSA, total</b>	1,248	1,220	1,306	1,361	1,417	1,367	1,389	1,367	1,301	1,351	1,377	1,751	16,455
Dept. stores (excl. leased depts.)	77	82	94	93	104	95	102	108	98	100	129	209	1,291
Dept. stores (incl. leased depts.) <sup>2</sup>	79	84	97	96	107	97	104	111	101	103	133	215	1,327
<b>San Francisco, CA PMSA, total</b>	1,169	1,055	1,180	1,186	1,218	1,234	1,272	1,240	1,220	1,288	1,217	1,546	14,825
Nondurable goods, total	797	725	796	819	856	865	894	854	826	873	900	1,096	10,301
Dept. stores (excl. leased depts.)	65	69	78	78	87	81	89	91	85	87	107	168	1,085
Dept. stores (incl. leased depts.) <sup>2</sup>	66	71	80	79	89	83	91	93	88	90	110	172	1,112
GAF, total <sup>3</sup>	354	356	395	408	424	428	439	438	418	423	480	732	5,295
<b>Seattle-Tecoma, WA CMSA, total</b>	1,735	1,761	1,893	1,891	1,973	1,962	1,853	1,921	1,860	1,886	1,986	2,528	23,249
Dept. stores (excl. leased depts.)	121	133	142	141	152	142	140	168	151	151	183	284	1,908
Dept. stores (incl. leased depts.) <sup>2</sup>	122	140	149	148	161	148	145	175	158	158	190	296	1,990
GAF, total <sup>3</sup>	517	546	559	548	559	557	558	595	555	575	658	1,060	7,287
<b>Tempe-St. Petersburg-Clearwater, FL MSA, total</b>	1,681	1,657	1,748	1,714	1,701	1,653	1,708	1,711	1,644	1,727	1,802	2,114	20,860
Nondurable goods, total	1,139	1,108	1,170	1,150	1,138	1,067	1,071	1,095	1,022	1,103	1,197	1,435	13,695
Dept. stores (excl. leased depts.)	100	111	124	117	114	108	108	123	108	123	150	237	1,523
Dept. stores (incl. leased depts.) <sup>2</sup>	103	115	127	120	116	110	110	125	110	125	154	242	1,557
GAF, total <sup>3</sup>	285	295	323	316	312	308	346	365	333	372	430	670	4,355
<b>Washington, DC-MD-VA MSA, total</b>	2,582	2,603	2,765	2,810	3,038	2,959	2,887	2,976	2,952	3,098	3,052	3,914	35,636
Nondurable goods, total	1,699	1,674	1,751	1,807	1,890	1,819	1,811	1,874	1,881	2,048	1,999	2,522	22,775
Dept. stores (excl. leased depts.)	142	162	179	203	215	196	182	209	208	219	258	419	2,592
Dept. stores (incl. leased depts.) <sup>2</sup>	145	166	185	210	222	202	187	215	214	225	266	429	2,666
GAF, total <sup>3</sup>	662	723	759	805	852	833	806	869	839	863	991	1,563	10,565

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1991												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Atlanta, GA MSA, total</b> . . . . .	<b>1,589</b>	<b>1,563</b>	<b>1,866</b>	<b>1,747</b>	<b>1,909</b>	<b>1,848</b>	<b>1,856</b>	<b>1,957</b>	<b>1,816</b>	<b>1,861</b>	<b>1,969</b>	<b>2,450</b>	<b>22,431</b>
Nondurable goods, total . . . . .	1,105	1,053	1,260	1,190	1,278	1,263	1,240	1,329	1,212	1,232	1,357	1,679	15,198
Dept. stores (excl. leased depts.) . . . . .	126	145	193	187	191	181	174	210	182	191	254	363	2,397
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	130	149	198	192	195	186	179	215	187	196	260	372	2,459
GAF, total <sup>3</sup> . . . . .	440	478	586	570	606	575	564	638	603	658	785	1,136	7,639
<b>Baltimore, MD MSA, total</b> . . . . .	<b>1,249</b>	<b>1,287</b>	<b>1,487</b>	<b>1,450</b>	<b>1,738</b>	<b>1,525</b>	<b>1,497</b>	<b>1,575</b>	<b>1,405</b>	<b>1,456</b>	<b>1,560</b>	<b>1,720</b>	<b>17,949</b>
Nondurable goods, total . . . . .	801	770	911	852	959	869	837	876	794	847	915	1,078	10,509
Dept. stores (excl. leased depts.) . . . . .	76	87	114	115	129	112	103	119	111	119	158	241	1,484
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	78	90	118	119	133	115	106	122	114	122	163	246	1,526
GAF, total <sup>3</sup> . . . . .	272	281	351	341	380	347	330	377	354	357	444	683	4,517
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	<b>1,958</b>	<b>1,975</b>	<b>2,259</b>	<b>2,206</b>	<b>2,452</b>	<b>2,450</b>	<b>2,292</b>	<b>2,406</b>	<b>2,536</b>	<b>2,400</b>	<b>2,532</b>	<b>2,964</b>	<b>28,430</b>
Nondurable goods, total . . . . .	1,430	1,407	1,667	1,570	1,731	1,671	1,527	1,667	1,622	1,630	1,797	2,150	19,869
Dept. stores (excl. leased depts.) . . . . .	103	120	152	159	176	159	139	176	165	171	219	332	2,071
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	109	128	162	169	186	167	146	185	174	181	230	347	2,184
GAF, total <sup>3</sup> . . . . .	489	483	592	592	641	594	549	640	652	631	749	1,082	7,694
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	<b>4,950</b>	<b>4,819</b>	<b>5,584</b>	<b>5,742</b>	<b>6,062</b>	<b>5,831</b>	<b>5,708</b>	<b>5,886</b>	<b>5,471</b>	<b>5,807</b>	<b>5,988</b>	<b>6,749</b>	<b>68,597</b>
Nondurable goods, total . . . . .	3,169	3,041	3,580	3,484	3,748	3,654	3,502	3,688	3,424	3,758	4,003	4,614	43,665
Dept. stores (excl. leased depts.) . . . . .	276	298	402	389	433	403	361	431	396	456	562	825	5,232
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	290	312	421	406	450	420	377	449	413	474	582	858	5,452
GAF, total <sup>3</sup> . . . . .	993	1,009	1,269	1,275	1,384	1,317	1,270	1,410	1,281	1,394	1,618	2,324	16,544
<b>Chicago, IL PMSA, total</b> . . . . .	<b>3,917</b>	<b>3,814</b>	<b>4,395</b>	<b>4,585</b>	<b>4,848</b>	<b>4,589</b>	<b>4,514</b>	<b>4,653</b>	<b>4,353</b>	<b>4,606</b>	<b>4,774</b>	<b>5,355</b>	<b>54,403</b>
Nondurable goods, total . . . . .	2,537	2,431	2,881	2,785	2,963	2,899	2,799	2,927	2,761	3,015	3,217	3,701	34,916
Dept. stores (excl. leased depts.) . . . . .	211	227	308	294	326	302	271	326	303	348	426	627	3,969
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	220	239	322	308	340	315	285	341	318	363	444	654	4,149
GAF, total <sup>3</sup> . . . . .	746	758	960	956	1,041	982	939	1,034	942	1,035	1,201	1,761	12,355
<b>Chicago, IL City, total</b> . . . . .	<b>1,284</b>	<b>1,276</b>	<b>1,445</b>	<b>1,431</b>	<b>1,572</b>	<b>1,491</b>	<b>1,456</b>	<b>1,593</b>	<b>1,462</b>	<b>1,582</b>	<b>1,716</b>	<b>1,862</b>	<b>18,170</b>
Nondurable goods, total . . . . .	1,001	993	1,183	1,129	1,214	1,173	1,125	1,188	1,126	1,234	1,358	1,496	14,220
Dept. stores (excl. leased depts.) . . . . .	61	67	88	84	93	87	81	96	91	109	121	177	1,155
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	66	72	94	90	99	94	87	104	98	117	128	189	1,238
GAF, total <sup>3</sup> . . . . .	249	249	309	300	324	310	295	332	313	346	380	560	3,967
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	<b>999</b>	<b>1,007</b>	<b>1,123</b>	<b>1,163</b>	<b>1,250</b>	<b>1,144</b>	<b>1,163</b>	<b>1,216</b>	<b>1,101</b>	<b>1,212</b>	<b>1,217</b>	<b>1,455</b>	<b>14,050</b>
Nondurable goods, total . . . . .	649	647	717	732	775	710	727	800	683	751	783	910	8,884
Dept. stores (excl. leased depts.) . . . . .	78	82	115	109	117	106	100	121	106	122	148	218	1,422
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	80	84	120	112	121	109	103	125	109	126	152	224	1,465
GAF, total <sup>3</sup> . . . . .	249	256	318	303	328	300	290	327	286	319	376	580	3,932
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	<b>1,306</b>	<b>1,284</b>	<b>1,626</b>	<b>1,559</b>	<b>1,689</b>	<b>1,662</b>	<b>1,594</b>	<b>1,716</b>	<b>1,528</b>	<b>1,587</b>	<b>1,630</b>	<b>1,944</b>	<b>19,125</b>
Nondurable goods, total . . . . .	857	828	981	949	1,069	986	946	1,051	934	978	1,059	1,311	11,949
Dept. stores (excl. leased depts.) . . . . .	87	93	129	129	145	128	117	155	129	139	176	277	1,704
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	93	99	139	137	155	136	124	164	137	147	187	292	1,810
GAF, total <sup>3</sup> . . . . .	309	308	402	393	438	403	370	442	379	409	483	771	5,107
<b>Cleveland, OH PMSA, total</b> . . . . .	<b>861</b>	<b>825</b>	<b>1,088</b>	<b>1,019</b>	<b>1,102</b>	<b>1,095</b>	<b>1,049</b>	<b>1,083</b>	<b>1,000</b>	<b>1,042</b>	<b>1,082</b>	<b>1,302</b>	<b>12,548</b>
Dept. stores (excl. leased depts.) . . . . .	60	64	88	88	99	87	80	105	90	96	118	187	1,162
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	64	68	95	94	106	93	85	112	95	102	126	197	1,237
GAF, total <sup>3</sup> . . . . .	214	212	280	270	297	272	251	297	261	280	323	515	3,472
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	<b>2,221</b>	<b>2,296</b>	<b>2,683</b>	<b>2,581</b>	<b>2,822</b>	<b>2,554</b>	<b>2,620</b>	<b>2,759</b>	<b>2,436</b>	<b>2,663</b>	<b>2,714</b>	<b>3,296</b>	<b>31,645</b>
Nondurable goods, total . . . . .	1,506	1,514	1,727	1,663	1,757	1,644	1,662	1,859	1,672	1,787	1,862	2,270	20,923
Dept. stores (excl. leased depts.) . . . . .	206	220	280	260	282	267	263	299	249	271	335	509	3,441
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	209	224	286	265	287	272	267	305	254	277	340	518	3,504
GAF, total <sup>3</sup> . . . . .	554	585	729	692	760	712	696	800	669	707	866	1,349	9,119
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	<b>1,140</b>	<b>1,155</b>	<b>1,317</b>	<b>1,276</b>	<b>1,331</b>	<b>1,296</b>	<b>1,350</b>	<b>1,388</b>	<b>1,242</b>	<b>1,299</b>	<b>1,304</b>	<b>1,666</b>	<b>15,764</b>
Nondurable goods, total . . . . .	694	700	792	748	803	766	782	837	723	773	811	973	9,402
Dept. stores (excl. leased depts.) . . . . .	85	89	114	110	122	119	116	134	116	127	149	228	1,509
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	86	91	117	112	125	122	118	137	119	130	152	231	1,540
GAF, total <sup>3</sup> . . . . .	294	297	351	330	355	343	356	409	359	385	435	670	4,584
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	<b>2,489</b>	<b>2,434</b>	<b>2,901</b>	<b>2,956</b>	<b>3,266</b>	<b>3,065</b>	<b>3,055</b>	<b>3,163</b>	<b>2,872</b>	<b>3,106</b>	<b>3,147</b>	<b>3,637</b>	<b>36,091</b>
Nondurable goods, total . . . . .	1,610	1,493	1,768	1,737	1,916	1,843	1,835	1,946	1,817	1,936	2,021	2,399	22,321
Dept. stores (excl. leased depts.) . . . . .	286	274	359	351	391	371	338	383	353	400	476	643	4,625
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	294	283	369	360	401	379	345	391	361	410	486	660	4,739
GAF, total <sup>3</sup> . . . . .	732	703	894	854	942	894	842	935	847	923	1,086	1,549	11,201
<b>Detroit, MI PMSA, total</b> . . . . .	<b>2,268</b>	<b>2,216</b>	<b>2,656</b>	<b>2,709</b>	<b>2,996</b>	<b>2,808</b>	<b>2,798</b>	<b>2,896</b>	<b>2,623</b>	<b>2,865</b>	<b>2,888</b>	<b>3,333</b>	<b>33,056</b>
Nondurable goods, total . . . . .	1,478	1,377	1,639	1,610	1,778	1,712	1,702	1,810	1,688	1,803	1,879	2,236	20,712
Dept. stores (excl. leased depts.) . . . . .	262	252	332	325	361	342	311	353	324	368	441	598	4,269
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	269	261	342	334	371	351	319	362	332	379	452	615	4,387
GAF, total <sup>3</sup> . . . . .	662	633	815	784	864	813	767	851	761	852	987	1,407	10,196
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	<b>2,205</b>	<b>2,181</b>	<b>2,592</b>	<b>2,396</b>	<b>2,666</b>	<b>2,535</b>	<b>2,526</b>	<b>2,630</b>	<b>2,400</b>	<b>2,523</b>	<b>2,627</b>	<b>3,114</b>	<b>30,395</b>
Nondurable goods, total . . . . .	1,441	1,407	1,678	1,568	1,728	1,649	1,588	1,684	1,520	1,555	1,726	2,095	19,639
Dept. stores (excl. leased depts.) . . . . .	178	190	252	230	251	239	237	270	215	236	294	447	3,039
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	181	195	258	236	256	244	242	277	220	241	300	455	3,105
GAF, total <sup>3</sup> . . . . .	489	505	662	608	665	618	599	694	583	640	778	1,150	7,991

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1991												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,974	1,959	2,319	2,140	2,399	2,270	2,267	2,380	2,159	2,294	2,392	2,839	27,392
Nondurable goods, total	1,273	1,252	1,484	1,390	1,539	1,460	1,406	1,506	1,348	1,398	1,556	1,898	17,510
Dept. stores (excl. leased depts.)	155	164	218	198	216	205	204	233	186	204	254	389	2,626
Dept. stores (incl. leased depts.) <sup>2</sup>	158	169	222	202	220	208	207	238	190	208	258	395	2,675
GAF, total <sup>3</sup>	447	459	600	552	600	552	537	626	526	583	696	1,048	7,226
<b>Kansas City, MO-KS MSA, total</b>	<b>1,023</b>	<b>956</b>	<b>1,155</b>	<b>1,164</b>	<b>1,232</b>	<b>1,174</b>	<b>1,195</b>	<b>1,226</b>	<b>1,086</b>	<b>1,161</b>	<b>1,116</b>	<b>1,299</b>	<b>13,787</b>
Dept. stores (excl. leased depts.)	85	92	121	114	127	116	110	131	109	122	150	223	1,500
Dept. stores (incl. leased depts.) <sup>2</sup>	85	92	121	114	127	116	110	131	110	122	151	223	1,503
GAF, total <sup>3</sup>	221	230	289	275	304	278	274	313	274	295	352	512	3,617
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>9,149</b>	<b>8,707</b>	<b>9,805</b>	<b>9,788</b>	<b>10,320</b>	<b>9,965</b>	<b>10,142</b>	<b>10,033</b>	<b>9,628</b>	<b>9,844</b>	<b>10,051</b>	<b>11,693</b>	<b>119,125</b>
Nondurable goods, total	5,649	5,272	5,974	5,815	6,100	6,038	6,128	6,278	5,801	6,088	6,357	7,583	73,083
Dept. stores (excl. leased depts.)	527	531	678	652	708	683	661	739	645	692	862	1,377	8,755
Dept. stores (incl. leased depts.) <sup>2</sup>	544	552	702	677	734	708	682	762	667	714	888	1,414	9,044
GAF, total <sup>3</sup>	2,196	2,150	2,548	2,464	2,688	2,694	2,589	2,769	2,486	2,684	3,068	4,487	32,823
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>1,862</b>	<b>1,853</b>	<b>2,105</b>	<b>2,074</b>	<b>2,219</b>	<b>2,096</b>	<b>2,097</b>	<b>2,150</b>	<b>1,924</b>	<b>2,048</b>	<b>2,167</b>	<b>2,658</b>	<b>25,253</b>
Dept. stores (excl. leased depts.)	104	106	136	132	146	139	139	150	133	142	177	288	1,792
Dept. stores (incl. leased depts.) <sup>2</sup>	106	109	140	136	150	142	142	154	136	145	181	293	1,834
GAF, total <sup>3</sup>	496	492	565	560	666	630	589	669	577	610	762	1,204	7,820
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>5,436</b>	<b>5,176</b>	<b>5,794</b>	<b>5,726</b>	<b>6,071</b>	<b>5,907</b>	<b>6,012</b>	<b>5,890</b>	<b>5,607</b>	<b>5,730</b>	<b>5,818</b>	<b>6,775</b>	<b>69,942</b>
Nondurable goods, total	3,428	3,196	3,610	3,486	3,638	3,619	3,696	3,781	3,519	3,663	3,753	4,432	43,821
Dept. stores (excl. leased depts.)	298	298	381	365	398	384	371	415	364	389	478	759	4,900
Dept. stores (incl. leased depts.) <sup>2</sup>	310	311	398	380	415	400	385	431	378	404	494	785	5,091
GAF, total <sup>3</sup>	1,269	1,245	1,484	1,438	1,562	1,564	1,491	1,566	1,428	1,534	1,707	2,451	18,739
<b>Los Angeles, CA City, total</b>	<b>1,997</b>	<b>1,789</b>	<b>2,051</b>	<b>1,998</b>	<b>2,137</b>	<b>2,034</b>	<b>2,089</b>	<b>1,973</b>	<b>2,006</b>	<b>1,980</b>	<b>1,982</b>	<b>2,390</b>	<b>24,426</b>
Nondurable goods, total	1,248	1,156	1,291	1,242	1,283	1,297	1,319	1,349	1,257	1,315	1,310	1,541	15,608
Dept. stores (excl. leased depts.)	87	88	111	106	118	113	111	120	106	112	134	211	1,417
Dept. stores (incl. leased depts.) <sup>2</sup>	91	93	116	111	124	118	116	126	111	117	139	219	1,481
GAF, total <sup>3</sup>	407	397	477	465	504	487	452	488	453	475	515	714	5,834
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>1,969</b>	<b>1,958</b>	<b>2,218</b>	<b>2,024</b>	<b>2,187</b>	<b>2,276</b>	<b>2,155</b>	<b>2,129</b>	<b>1,941</b>	<b>2,232</b>	<b>2,189</b>	<b>2,743</b>	<b>26,021</b>
Nondurable goods, total	1,156	1,135	1,294	1,214	1,291	1,205	1,220	1,295	1,133	1,233	1,342	1,633	15,151
Dept. stores (excl. leased depts.)	121	126	155	145	149	140	142	159	126	144	185	273	1,865
Dept. stores (incl. leased depts.) <sup>2</sup>	125	131	162	152	154	145	146	164	129	148	189	280	1,925
GAF, total <sup>3</sup>	512	505	601	568	600	566	571	612	542	587	694	1,045	7,403
<b>Miami-Hialeah, FL PMSA, total</b>	<b>992</b>	<b>1,006</b>	<b>1,139</b>	<b>1,091</b>	<b>1,192</b>	<b>1,185</b>	<b>1,134</b>	<b>1,193</b>	<b>1,068</b>	<b>1,144</b>	<b>1,194</b>	<b>1,471</b>	<b>13,809</b>
Nondurable goods, total	650	636	746	702	757	711	724	767	686	744	790	961	8,874
Dept. stores (excl. leased depts.)	69	72	91	84	90	84	86	98	76	87	110	161	1,108
Dept. stores (incl. leased depts.) <sup>2</sup>	72	75	95	88	93	87	89	100	78	90	112	166	1,145
GAF, total <sup>3</sup>	321	319	384	367	397	379	380	406	365	390	451	670	4,829
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>858</b>	<b>881</b>	<b>1,025</b>	<b>1,032</b>	<b>1,110</b>	<b>1,028</b>	<b>1,027</b>	<b>1,083</b>	<b>966</b>	<b>1,072</b>	<b>1,085</b>	<b>1,196</b>	<b>12,363</b>
Dept. stores (excl. leased depts.)	63	68	96	92	97	90	84	103	96	101	134	187	1,211
Dept. stores (incl. leased depts.) <sup>2</sup>	64	69	99	95	99	92	85	106	98	103	136	190	1,236
GAF, total <sup>3</sup>	185	197	248	238	260	242	232	266	241	268	324	452	3,153
<b>Milwaukee, WI PMSA, total</b>	<b>758</b>	<b>763</b>	<b>870</b>	<b>907</b>	<b>959</b>	<b>867</b>	<b>876</b>	<b>922</b>	<b>820</b>	<b>912</b>	<b>916</b>	<b>1,017</b>	<b>10,587</b>
Dept. stores (excl. leased depts.)	55	60	84	81	84	78	72	90	84	88	116	163	1,055
Dept. stores (incl. leased depts.) <sup>2</sup>	57	62	87	84	87	80	75	93	86	90	120	168	1,089
GAF, total <sup>3</sup>	163	171	216	210	225	213	202	237	213	232	285	396	2,763
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>1,374</b>	<b>1,318</b>	<b>1,613</b>	<b>1,560</b>	<b>1,726</b>	<b>1,705</b>	<b>1,634</b>	<b>1,741</b>	<b>1,601</b>	<b>1,659</b>	<b>1,705</b>	<b>2,058</b>	<b>19,694</b>
Dept. stores (excl. leased depts.)	141	136	189	185	193	189	174	212	190	210	231	344	2,394
Dept. stores (incl. leased depts.) <sup>2</sup>	145	142	194	190	198	194	180	218	195	216	237	353	2,462
GAF, total <sup>3</sup>	338	322	412	411	439	431	410	465	421	457	498	733	5,337
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,024</b>	<b>9,632</b>	<b>10,974</b>	<b>10,869</b>	<b>11,692</b>	<b>11,074</b>	<b>10,992</b>	<b>11,356</b>	<b>10,588</b>	<b>10,993</b>	<b>11,573</b>	<b>13,443</b>	<b>133,210</b>
Nondurable goods, total	6,702	6,164	7,024	6,741	7,254	7,030	6,870	7,266	6,821	7,090	7,515	8,996	85,473
Dept. stores (excl. leased depts.)	469	526	677	700	812	742	644	759	746	795	990	1,516	9,376
Dept. stores (incl. leased depts.) <sup>2</sup>	485	543	698	720	832	760	661	777	764	817	1,011	1,545	9,613
GAF, total <sup>3</sup>	2,470	2,509	3,018	3,032	3,361	3,118	2,921	3,210	3,143	3,194	3,673	5,251	38,900
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,028</b>	<b>1,803</b>	<b>1,995</b>	<b>2,013</b>	<b>2,138</b>	<b>2,049</b>	<b>2,170</b>	<b>2,155</b>	<b>1,954</b>	<b>2,041</b>	<b>2,112</b>	<b>2,444</b>	<b>24,902</b>
Nondurable goods, total	1,304	1,093	1,195	1,118	1,211	1,196	1,232	1,262	1,209	1,214	1,319	1,637	14,990
Dept. stores (excl. leased depts.)	83	90	115	120	138	134	116	139	137	140	184	280	1,676
Dept. stores (incl. leased depts.) <sup>2</sup>	85	92	118	123	141	137	118	142	140	143	188	285	1,712
<b>New York, NY PMSA, total</b>	<b>3,721</b>	<b>3,701</b>	<b>4,306</b>	<b>4,168</b>	<b>4,414</b>	<b>4,250</b>	<b>4,071</b>	<b>4,174</b>	<b>4,008</b>	<b>4,118</b>	<b>4,209</b>	<b>5,003</b>	<b>50,143</b>
Nondurable goods, total	2,467	2,357	2,743	2,655	2,803	2,759	2,589	2,739	2,631	2,742	2,851	3,370	32,706
Dept. stores (excl. leased depts.)	175	200	253	260	307	269	229	267	280	303	342	523	3,408
Dept. stores (incl. leased depts.) <sup>2</sup>	181	206	261	268	314	275	236	274	287	313	349	535	3,499
GAF, total <sup>3</sup>	1,090	1,102	1,300	1,321	1,424	1,326	1,226	1,323	1,372	1,364	1,462	2,053	16,363
<b>Nawark, NJ PMSA, total</b>	<b>859</b>	<b>867</b>	<b>978</b>	<b>943</b>	<b>1,048</b>	<b>955</b>	<b>957</b>	<b>1,025</b>	<b>951</b>	<b>984</b>	<b>1,065</b>	<b>1,270</b>	<b>11,902</b>
Dept. stores (excl. leased depts.)	38	45	57	58	67	61	54	64	59	63	84	129	779
Dept. stores (incl. leased depts.) <sup>2</sup>	40	47	59	60	68	62	55	65	62	64	86	132	800
<b>New York, NY City, total</b>	<b>3,078</b>	<b>3,043</b>	<b>3,461</b>	<b>3,421</b>	<b>3,595</b>	<b>3,466</b>	<b>3,246</b>	<b>3,403</b>	<b>3,264</b>	<b>3,326</b>	<b>3,389</b>	<b>4,007</b>	<b>40,699</b>
Nondurable goods, total	2,060	1,948	2,287	2,235	2,317	2,296	2,147	2,255	2,174	2,272	2,320	2,737	27,048
Dept. stores (excl. leased depts.)	132	151	192	196	230	200	171	200	213	234	252	386	2,557
Dept. stores (incl. leased depts.) <sup>2</sup>	136	155	197	200	235	204	176	204	217	239	257	393	2,613
GAF, total <sup>3</sup>	909	911	1,079	1,116	1,182	1,102	1,032	1,100	1,165	1,151	1,208	1,666	13,621

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1991												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,545</b>	<b>3,318</b>	<b>3,975</b>	<b>3,946</b>	<b>4,282</b>	<b>4,118</b>	<b>4,000</b>	<b>4,116</b>	<b>3,973</b>	<b>4,120</b>	<b>4,116</b>	<b>4,793</b>	<b>48,302</b>
Nondurable goods, total	2,202	2,060	2,439	2,331	2,602	2,445	2,356	2,484	2,376	2,477	2,626	3,136	29,534
Dept. stores (excl. leased depts.)	203	219	297	302	347	294	265	310	303	322	446	667	3,975
Dept. stores (incl. leased depts.) <sup>2</sup>	210	227	308	311	356	303	272	319	311	330	456	682	4,085
GAF, total <sup>3</sup>	728	715	890	856	979	896	823	953	932	968	1,167	1,777	11,684
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,805</b>	<b>2,638</b>	<b>3,173</b>	<b>3,172</b>	<b>3,415</b>	<b>3,310</b>	<b>3,165</b>	<b>3,264</b>	<b>3,157</b>	<b>3,276</b>	<b>3,261</b>	<b>3,805</b>	<b>38,441</b>
Nondurable goods, total	1,701	1,617	1,917	1,829	2,043	1,925	1,840	1,948	1,881	1,955	2,070	2,455	23,181
Dept. stores (excl. leased depts.)	163	175	238	241	281	236	208	245	243	257	355	535	3,177
Dept. stores (incl. leased depts.) <sup>2</sup>	169	181	245	248	289	242	213	252	249	264	362	545	3,259
GAF, total <sup>3</sup>	609	596	724	699	788	721	667	780	760	797	962	1,465	9,568
<b>Philadelphia, PA City, total</b>	<b>679</b>	<b>627</b>	<b>763</b>	<b>760</b>	<b>847</b>	<b>767</b>	<b>753</b>	<b>785</b>	<b>748</b>	<b>796</b>	<b>800</b>	<b>906</b>	<b>9,231</b>
Dept. stores (excl. leased depts.)	27	27	38	38	44	35	30	36	38	39	52	78	482
Dept. stores (incl. leased depts.) <sup>2</sup>	28	27	39	39	45	35	30	36	39	40	53	78	489
<b>Phoenix, AZ MSA, total</b>	<b>1,175</b>	<b>1,174</b>	<b>1,414</b>	<b>1,309</b>	<b>1,358</b>	<b>1,283</b>	<b>1,210</b>	<b>1,291</b>	<b>1,214</b>	<b>1,261</b>	<b>1,339</b>	<b>1,660</b>	<b>15,688</b>
Dept. stores (excl. leased depts.)	89	94	113	107	111	100	96	113	97	113	149	230	1,412
Dept. stores (incl. leased depts.) <sup>2</sup>	90	96	116	110	113	102	98	116	100	116	152	234	1,443
GAF, total <sup>3</sup>	264	272	331	303	320	297	271	314	280	312	377	584	3,925
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,010</b>	<b>1,058</b>	<b>1,226</b>	<b>1,210</b>	<b>1,384</b>	<b>1,264</b>	<b>1,230</b>	<b>1,369</b>	<b>1,222</b>	<b>1,243</b>	<b>1,339</b>	<b>1,546</b>	<b>15,101</b>
Nondurable goods, total	725	745	882	840	979	856	817	919	839	854	985	1,170	10,611
Dept. stores (excl. leased depts.)	80	89	128	130	141	121	114	140	122	131	198	268	1,662
Dept. stores (incl. leased depts.) <sup>2</sup>	85	94	135	137	148	127	120	147	128	138	206	279	1,744
GAF, total <sup>3</sup>	232	249	338	334	362	328	312	367	321	339	470	674	4,326
<b>Pittsburgh, PA PMSA, total</b>	<b>968</b>	<b>1,020</b>	<b>1,187</b>	<b>1,167</b>	<b>1,333</b>	<b>1,224</b>	<b>1,185</b>	<b>1,326</b>	<b>1,187</b>	<b>1,196</b>	<b>1,286</b>	<b>1,484</b>	<b>14,563</b>
Nondurable goods, total	697	712	849	806	936	822	782	881	807	817	937	1,116	10,162
Dept. stores (excl. leased depts.)	74	82	118	120	129	112	105	129	113	121	184	248	1,535
Dept. stores (incl. leased depts.) <sup>2</sup>	78	87	125	127	136	117	111	136	119	128	192	258	1,614
GAF, total <sup>3</sup>	218	234	320	315	341	311	296	350	306	323	445	643	4,102
<b>St. Louis, MO-IL MSA, total</b>	<b>1,372</b>	<b>1,394</b>	<b>1,622</b>	<b>1,634</b>	<b>1,695</b>	<b>1,632</b>	<b>1,633</b>	<b>1,647</b>	<b>1,508</b>	<b>1,585</b>	<b>1,612</b>	<b>1,913</b>	<b>19,247</b>
Dept. stores (excl. leased depts.)	128	137	179	176	188	176	162	189	168	181	236	332	2,252
Dept. stores (incl. leased depts.) <sup>2</sup>	130	140	183	179	190	179	164	192	171	184	239	335	2,286
GAF, total <sup>3</sup>	328	343	433	403	436	408	395	452	410	440	534	801	5,383
<b>San Diego, CA MSA, total</b>	<b>1,312</b>	<b>1,247</b>	<b>1,489</b>	<b>1,438</b>	<b>1,480</b>	<b>1,468</b>	<b>1,499</b>	<b>1,489</b>	<b>1,366</b>	<b>1,414</b>	<b>1,441</b>	<b>1,784</b>	<b>17,427</b>
Nondurable goods, total	803	761	913	868	929	927	920	956	857	865	922	1,196	10,917
Dept. stores (excl. leased depts.)	99	96	122	117	125	121	120	135	116	122	154	245	1,572
Dept. stores (incl. leased depts.) <sup>2</sup>	101	99	126	121	129	124	123	139	119	126	158	252	1,617
GAF, total <sup>3</sup>	384	379	474	449	497	504	491	524	444	478	564	836	6,024
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,880</b>	<b>3,719</b>	<b>4,203</b>	<b>4,389</b>	<b>4,353</b>	<b>4,236</b>	<b>4,326</b>	<b>4,309</b>	<b>4,063</b>	<b>4,283</b>	<b>4,366</b>	<b>5,156</b>	<b>51,283</b>
Nondurable goods, total	2,573	2,386	2,770	2,704	2,908	2,859	2,828	2,836	2,540	2,715	2,819	3,409	33,347
Dept. stores (excl. leased depts.)	233	242	305	296	327	320	330	359	305	331	415	633	4,096
Dept. stores (incl. leased depts.) <sup>2</sup>	239	250	314	306	337	330	338	369	315	341	425	650	4,214
GAF, total <sup>3</sup>	1,090	1,065	1,303	1,255	1,379	1,366	1,300	1,416	1,248	1,306	1,520	2,288	16,536
<b>Oakland, CA PMSA, total</b>	<b>1,277</b>	<b>1,213</b>	<b>1,333</b>	<b>1,350</b>	<b>1,397</b>	<b>1,389</b>	<b>1,438</b>	<b>1,451</b>	<b>1,359</b>	<b>1,370</b>	<b>1,410</b>	<b>1,619</b>	<b>16,606</b>
Dept. stores (excl. leased depts.)	73	77	94	92	101	99	102	113	94	102	131	203	1,281
Dept. stores (incl. leased depts.) <sup>2</sup>	75	79	97	95	105	102	105	117	97	105	135	208	1,320
<b>San Francisco, CA PMSA, total</b>	<b>1,183</b>	<b>1,162</b>	<b>1,288</b>	<b>1,251</b>	<b>1,275</b>	<b>1,246</b>	<b>1,288</b>	<b>1,273</b>	<b>1,143</b>	<b>1,219</b>	<b>1,310</b>	<b>1,517</b>	<b>15,155</b>
Nondurable goods, total	853	783	915	878	950	958	939	924	815	878	915	1,059	10,867
Dept. stores (excl. leased depts.)	64	65	84	81	89	86	92	95	86	91	110	165	1,108
Dept. stores (incl. leased depts.) <sup>2</sup>	65	67	86	83	92	88	94	98	89	94	112	170	1,138
GAF, total <sup>3</sup>	356	332	418	397	451	454	419	436	400	424	465	655	5,207
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,578</b>	<b>1,499</b>	<b>1,774</b>	<b>1,792</b>	<b>1,974</b>	<b>1,966</b>	<b>1,939</b>	<b>2,048</b>	<b>1,811</b>	<b>1,877</b>	<b>1,948</b>	<b>2,499</b>	<b>22,705</b>
Dept. stores (excl. leased depts.)	112	114	142	137	144	143	140	171	149	156	182	275	1,865
Dept. stores (incl. leased depts.) <sup>2</sup>	114	117	146	142	148	145	143	175	153	159	186	281	1,909
GAF, total <sup>3</sup>	473	450	561	539	604	633	608	651	582	611	706	1,090	7,508
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,954</b>	<b>1,890</b>	<b>2,140</b>	<b>2,010</b>	<b>1,956</b>	<b>1,906</b>	<b>1,912</b>	<b>2,005</b>	<b>1,995</b>	<b>2,031</b>	<b>2,044</b>	<b>2,000</b>	<b>23,843</b>
Nondurable goods, total	1,457	1,386	1,596	1,458	1,395	1,351	1,356	1,429	1,339	1,429	1,501	1,414	17,111
Dept. stores (excl. leased depts.)	88	95	117	110	104	98	100	111	92	105	137	209	1,366
Dept. stores (incl. leased depts.) <sup>2</sup>	92	99	123	115	108	102	103	115	95	108	142	214	1,416
GAF, total <sup>3</sup>	270	278	333	306	305	285	283	316	271	301	358	550	3,856
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,586</b>	<b>2,484</b>	<b>2,866</b>	<b>2,856</b>	<b>3,196</b>	<b>3,007</b>	<b>2,864</b>	<b>2,942</b>	<b>2,761</b>	<b>2,848</b>	<b>2,954</b>	<b>3,644</b>	<b>35,008</b>
Nondurable goods, total	1,715	1,626	1,864	1,788	2,015	1,898	1,805	1,897	1,782	1,888	1,987	2,379	22,644
Dept. stores (excl. leased depts.)	130	147	188	196	215	188	174	209	198	203	251	395	2,494
Dept. stores (incl. leased depts.) <sup>2</sup>	134	153	194	202	221	192	179	214	203	208	256	403	2,559
GAF, total <sup>3</sup>	625	640	790	772	875	818	761	858	807	807	994	1,569	10,316

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b> . . . . .	<b>1,601</b>	<b>1,567</b>	<b>1,790</b>	<b>1,695</b>	<b>1,781</b>	<b>1,861</b>	<b>1,737</b>	<b>1,861</b>	<b>1,763</b>	<b>1,828</b>	<b>1,917</b>	<b>2,384</b>	<b>21,785</b>
Nondurable goods, total . . . . .	1,037	1,026	1,173	1,135	1,180	1,261	1,145	1,252	1,205	1,259	1,345	1,711	14,729
Dept. stores (excl. leased depts.) . . . . .	121	140	190	173	188	181	168	196	182	182	240	361	2,322
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	124	144	195	178	193	187	174	202	187	188	248	372	2,392
GAF, total <sup>3</sup> . . . . .	427	457	542	520	552	538	511	581	542	566	692	1,079	7,007
<b>Baltimore, MD MSA, total</b> . . . . .	<b>1,331</b>	<b>1,319</b>	<b>1,532</b>	<b>1,507</b>	<b>1,551</b>	<b>1,504</b>	<b>1,471</b>	<b>1,591</b>	<b>1,431</b>	<b>1,528</b>	<b>1,580</b>	<b>1,818</b>	<b>18,163</b>
Nondurable goods, total . . . . .	750	732	858	850	897	875	840	894	855	886	970	1,170	10,577
Dept. stores (excl. leased depts.) . . . . .	80	91	114	118	121	117	100	120	116	116	166	249	1,508
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	82	94	118	122	124	120	102	123	119	120	171	256	1,551
GAF, total <sup>3</sup> . . . . .	279	279	347	353	362	347	318	357	341	343	434	697	4,457
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	<b>2,102</b>	<b>2,035</b>	<b>2,359</b>	<b>2,285</b>	<b>2,507</b>	<b>2,436</b>	<b>2,223</b>	<b>2,418</b>	<b>2,364</b>	<b>2,306</b>	<b>2,501</b>	<b>2,807</b>	<b>28,343</b>
Nondurable goods, total . . . . .	1,485	1,425	1,636	1,584	1,717	1,670	1,498	1,650	1,618	1,629	1,812	2,095	19,819
Dept. stores (excl. leased depts.) . . . . .	110	121	158	161	168	167	135	170	171	170	220	336	2,087
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	116	129	168	171	177	176	143	179	180	179	232	355	2,205
GAF, total <sup>3</sup> . . . . .	521	514	632	615	646	640	555	657	682	650	756	1,082	7,950
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	<b>4,984</b>	<b>4,668</b>	<b>5,500</b>	<b>5,496</b>	<b>6,143</b>	<b>5,926</b>	<b>5,529</b>	<b>5,800</b>	<b>5,510</b>	<b>5,728</b>	<b>5,917</b>	<b>6,617</b>	<b>67,818</b>
Nondurable goods, total . . . . .	2,968	2,834	3,345	3,288	3,429	3,403	3,245	3,496	3,366	3,562	3,871	4,531	41,338
Dept. stores (excl. leased depts.) . . . . .	294	286	404	384	401	418	363	411	404	424	523	796	5,108
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	307	303	423	401	419	437	379	430	420	444	544	832	5,339
GAF, total <sup>3</sup> . . . . .	1,062	1,001	1,265	1,219	1,306	1,298	1,182	1,323	1,236	1,311	1,521	2,197	15,921
<b>Chicago, IL PMSA, total</b> . . . . .	<b>3,969</b>	<b>3,651</b>	<b>4,353</b>	<b>4,353</b>	<b>4,762</b>	<b>4,666</b>	<b>4,293</b>	<b>4,530</b>	<b>4,205</b>	<b>4,444</b>	<b>4,648</b>	<b>5,187</b>	<b>53,061</b>
Nondurable goods, total . . . . .	2,361	2,234	2,661	2,600	2,696	2,687	2,530	2,728	2,568	2,804	3,087	3,619	32,575
Dept. stores (excl. leased depts.) . . . . .	227	220	311	293	309	322	278	314	312	328	402	610	3,926
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	238	233	326	307	323	337	291	329	325	343	419	639	4,110
GAF, total <sup>3</sup> . . . . .	827	775	981	942	1,010	1,008	908	1,009	945	1,007	1,161	1,692	12,265
<b>Chicago, IL City, total</b> . . . . .	<b>1,246</b>	<b>1,204</b>	<b>1,436</b>	<b>1,474</b>	<b>1,541</b>	<b>1,482</b>	<b>1,389</b>	<b>1,503</b>	<b>1,330</b>	<b>1,491</b>	<b>1,688</b>	<b>1,827</b>	<b>17,611</b>
Nondurable goods, total . . . . .	922	895	1,063	1,051	1,103	1,082	1,000	1,094	967	1,116	1,320	1,462	13,075
Dept. stores (excl. leased depts.) . . . . .	72	69	95	91	95	100	84	93	95	100	117	170	1,181
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	74	100	97	101	106	90	99	101	106	124	182	1,256
GAF, total <sup>3</sup> . . . . .	288	261	326	322	340	343	311	340	329	342	381	520	4,103
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	<b>975</b>	<b>959</b>	<b>1,109</b>	<b>1,143</b>	<b>1,206</b>	<b>1,152</b>	<b>1,161</b>	<b>1,265</b>	<b>1,153</b>	<b>1,199</b>	<b>1,250</b>	<b>1,486</b>	<b>14,058</b>
Nondurable goods, total . . . . .	613	589	680	694	718	695	698	763	711	762	796	931	8,650
Dept. stores (excl. leased depts.) . . . . .	79	83	117	115	112	114	101	118	112	122	148	223	1,444
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	81	86	121	118	115	117	106	122	115	125	154	232	1,492
GAF, total <sup>3</sup> . . . . .	257	261	325	307	312	309	281	324	306	317	380	598	3,977
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	<b>1,480</b>	<b>1,440</b>	<b>1,731</b>	<b>1,700</b>	<b>1,776</b>	<b>1,764</b>	<b>1,703</b>	<b>1,879</b>	<b>1,637</b>	<b>1,646</b>	<b>1,730</b>	<b>1,926</b>	<b>20,412</b>
Nondurable goods, total . . . . .	854	854	950	935	989	952	928	1,048	952	987	1,075	1,283	11,807
Dept. stores (excl. leased depts.) . . . . .	90	96	133	135	133	134	118	148	127	137	179	274	1,704
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	96	103	144	145	143	145	126	159	137	147	192	291	1,828
GAF, total <sup>3</sup> . . . . .	298	293	379	383	396	399	370	439	398	426	529	805	5,115
<b>Cleveland, OH PMSA, total</b> . . . . .	<b>947</b>	<b>925</b>	<b>1,119</b>	<b>1,094</b>	<b>1,130</b>	<b>1,162</b>	<b>1,125</b>	<b>1,208</b>	<b>1,074</b>	<b>1,066</b>	<b>1,101</b>	<b>1,247</b>	<b>13,198</b>
Dept. stores (excl. leased depts.) . . . . .	63	66	91	94	92	93	80	99	88	94	120	183	1,163
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	67	71	99	101	99	100	86	106	94	101	130	195	1,249
GAF, total <sup>3</sup> . . . . .	209	205	268	273	278	282	260	306	279	295	367	553	3,575
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	<b>2,244</b>	<b>2,238</b>	<b>2,480</b>	<b>2,449</b>	<b>2,641</b>	<b>2,567</b>	<b>2,558</b>	<b>2,764</b>	<b>2,500</b>	<b>2,642</b>	<b>2,664</b>	<b>3,259</b>	<b>31,006</b>
Nondurable goods, total . . . . .	1,496	1,490	1,660	1,643	1,697	1,643	1,639	1,768	1,594	1,714	1,765	2,205	20,314
Dept. stores (excl. leased depts.) . . . . .	196	208	265	255	278	274	257	288	244	267	320	512	3,364
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	200	214	270	261	281	280	263	294	250	274	325	522	3,434
GAF, total <sup>3</sup> . . . . .	551	575	684	657	711	698	660	809	673	696	863	1,344	8,921
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	<b>1,082</b>	<b>1,035</b>	<b>1,160</b>	<b>1,140</b>	<b>1,224</b>	<b>1,232</b>	<b>1,252</b>	<b>1,334</b>	<b>1,227</b>	<b>1,280</b>	<b>1,294</b>	<b>1,665</b>	<b>14,925</b>
Nondurable goods, total . . . . .	609	583	666	667	726	736	742	810	738	772	819	987	8,855
Dept. stores (excl. leased depts.) . . . . .	78	80	103	102	114	114	106	126	112	121	139	221	1,416
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	79	82	106	104	116	115	108	129	113	123	143	226	1,444
GAF, total <sup>3</sup> . . . . .	285	283	317	309	329	338	339	385	347	384	404	616	4,336
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	<b>2,561</b>	<b>2,459</b>	<b>2,974</b>	<b>2,999</b>	<b>3,179</b>	<b>3,032</b>	<b>2,956</b>	<b>3,124</b>	<b>2,846</b>	<b>3,012</b>	<b>3,145</b>	<b>3,691</b>	<b>35,978</b>
Nondurable goods, total . . . . .	1,571	1,462	1,752	1,775	1,866	1,872	1,796	1,897	1,822	1,908	1,965	2,371	22,057
Dept. stores (excl. leased depts.) . . . . .	262	255	336	342	353	360	329	362	349	377	456	637	4,418
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	270	265	344	352	363	369	338	372	358	389	467	655	4,542
GAF, total <sup>3</sup> . . . . .	734	693	873	843	891	883	822	914	880	952	1,150	1,693	11,328
<b>Detroit, MI PMSA, total</b> . . . . .	<b>2,354</b>	<b>2,262</b>	<b>2,735</b>	<b>2,763</b>	<b>2,913</b>	<b>2,775</b>	<b>2,713</b>	<b>2,867</b>	<b>2,590</b>	<b>2,739</b>	<b>2,872</b>	<b>3,354</b>	<b>32,937</b>
Nondurable goods, total . . . . .	1,459	1,361	1,629	1,648	1,730	1,733	1,665	1,764	1,684	1,749	1,817	2,197	20,436
Dept. stores (excl. leased depts.) . . . . .	239	234	309	315	325	331	303	333	320	348	421	589	4,067
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	247	243	318	326	335	341	312	343	330	359	433	609	4,196
GAF, total <sup>3</sup> . . . . .	672	636	803	778	815	813	749	832	791	863	1,043	1,523	10,318
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	<b>2,028</b>	<b>1,982</b>	<b>2,392</b>	<b>2,380</b>	<b>2,576</b>	<b>2,506</b>	<b>2,413</b>	<b>2,457</b>	<b>2,355</b>	<b>2,438</b>	<b>2,594</b>	<b>3,099</b>	<b>29,220</b>
Nondurable goods, total . . . . .	1,293	1,282	1,493	1,451	1,577	1,574	1,499	1,632	1,546	1,596	1,749	2,167	18,859
Dept. stores (excl. leased depts.) . . . . .	173	182	235	229	245	240	223	255	209	227	272	445	2,935
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	179	188	242	235	249	247	230	261	214	233	278	456	3,012
GAF, total <sup>3</sup> . . . . .	494	507	618	617	671	639	589	663	571	629	735	1,166	7,899

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,823	1,800	2,144	2,141	2,320	2,231	2,166	2,203	2,110	2,197	2,343	2,794	26,272
Nondurable goods, total	1,150	1,158	1,330	1,296	1,403	1,386	1,331	1,453	1,369	1,426	1,567	1,936	16,805
Dept. stores (excl. leased depts.)	151	159	204	199	213	209	194	222	183	198	237	391	2,560
Dept. stores (incl. leased depts.) <sup>2</sup>	156	165	210	204	216	214	199	226	186	202	242	399	2,619
GAF, total <sup>3</sup>	454	466	565	563	609	579	539	603	526	579	669	1,063	7,215
<b>Kansas City, MO-KS MSA, total</b>	<b>954</b>	<b>842</b>	<b>1,033</b>	<b>989</b>	<b>1,085</b>	<b>1,058</b>	<b>1,104</b>	<b>1,163</b>	<b>1,057</b>	<b>1,121</b>	<b>1,114</b>	<b>1,282</b>	<b>12,802</b>
Dept. stores (excl. leased depts.)	79	82	114	108	117	115	106	124	105	119	140	216	1,425
Dept. stores (incl. leased depts.) <sup>2</sup>	79	82	114	109	117	116	107	125	105	119	142	217	1,432
GAF, total <sup>3</sup>	203	210	261	254	291	270	265	295	263	286	330	496	3,424
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>9,323</b>	<b>8,973</b>	<b>10,189</b>	<b>9,983</b>	<b>10,652</b>	<b>10,422</b>	<b>10,268</b>	<b>10,399</b>	<b>9,857</b>	<b>10,218</b>	<b>10,349</b>	<b>12,285</b>	<b>122,918</b>
Nondurable goods, total	5,294	5,136	5,961	5,759	6,000	5,992	5,978	6,120	5,918	6,065	6,372	7,804	72,399
Dept. stores (excl. leased depts.)	561	563	704	662	732	731	666	729	681	678	885	1,429	9,091
Dept. stores (incl. leased depts.) <sup>2</sup>	579	585	728	684	755	752	686	752	704	701	910	1,472	9,308
GAF, total <sup>3</sup>	2,279	2,236	2,627	2,522	2,714	2,712	2,531	2,655	2,503	2,580	3,051	4,664	33,074
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>1,965</b>	<b>1,933</b>	<b>2,130</b>	<b>2,060</b>	<b>2,233</b>	<b>2,137</b>	<b>2,085</b>	<b>2,152</b>	<b>1,945</b>	<b>1,993</b>	<b>2,194</b>	<b>2,627</b>	<b>25,454</b>
Dept. stores (excl. leased depts.)	114	115	143	136	150	149	136	147	137	136	179	294	1,836
Dept. stores (incl. leased depts.) <sup>2</sup>	116	119	147	139	154	152	140	151	141	140	183	300	1,882
GAF, total <sup>3</sup>	457	448	508	481	530	547	519	544	487	476	720	1,141	6,858
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>5,360</b>	<b>5,230</b>	<b>5,911</b>	<b>5,725</b>	<b>6,126</b>	<b>6,067</b>	<b>5,958</b>	<b>6,049</b>	<b>5,879</b>	<b>6,109</b>	<b>6,151</b>	<b>7,392</b>	<b>71,957</b>
Nondurable goods, total	3,185	3,083	3,566	3,437	3,536	3,541	3,562	3,685	3,616	3,699	3,814	4,650	43,374
Dept. stores (excl. leased depts.)	318	316	394	371	413	414	378	411	391	384	492	800	5,082
Dept. stores (incl. leased depts.) <sup>2</sup>	330	330	410	386	428	428	391	426	406	400	510	829	5,274
GAF, total <sup>3</sup>	1,371	1,354	1,591	1,517	1,641	1,638	1,531	1,577	1,515	1,564	1,785	2,689	19,773
<b>Los Angeles, CA City, total</b>	<b>1,826</b>	<b>1,779</b>	<b>2,063</b>	<b>2,004</b>	<b>2,126</b>	<b>2,109</b>	<b>2,123</b>	<b>2,073</b>	<b>2,048</b>	<b>2,152</b>	<b>2,097</b>	<b>2,537</b>	<b>24,937</b>
Nondurable goods, total	1,154	1,107	1,273	1,231	1,252	1,277	1,296	1,314	1,304	1,312	1,323	1,590	15,433
Dept. stores (excl. leased depts.)	101	99	119	113	128	125	118	123	118	115	140	226	1,525
Dept. stores (incl. leased depts.) <sup>2</sup>	105	104	125	118	133	131	122	128	123	120	146	236	1,591
GAF, total <sup>3</sup>	466	464	542	510	558	546	512	528	519	518	560	804	6,527
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>2,046</b>	<b>2,039</b>	<b>2,234</b>	<b>2,115</b>	<b>2,241</b>	<b>2,208</b>	<b>2,074</b>	<b>2,103</b>	<b>1,991</b>	<b>2,127</b>	<b>2,175</b>	<b>2,763</b>	<b>26,116</b>
Nondurable goods, total	1,117	1,119	1,274	1,209	1,225	1,187	1,145	1,217	1,114	1,177	1,289	1,569	14,642
Dept. stores (excl. leased depts.)	125	130	158	152	154	143	130	153	127	143	178	282	1,875
Dept. stores (incl. leased depts.) <sup>2</sup>	131	136	166	159	162	150	136	159	133	149	183	292	1,956
GAF, total <sup>3</sup>	503	501	584	558	579	530	496	562	506	558	651	993	7,021
<b>Miami-Hialeah, FL PMSA, total</b>	<b>1,065</b>	<b>1,045</b>	<b>1,160</b>	<b>1,108</b>	<b>1,204</b>	<b>1,137</b>	<b>1,068</b>	<b>1,134</b>	<b>1,023</b>	<b>1,110</b>	<b>1,135</b>	<b>1,397</b>	<b>13,586</b>
Nondurable goods, total	659	650	746	717	734	709	692	732	667	717	745	913	8,681
Dept. stores (excl. leased depts.)	74	77	94	92	95	88	81	94	79	86	104	162	1,126
Dept. stores (incl. leased depts.) <sup>2</sup>	77	80	98	96	100	91	84	97	82	90	108	169	1,172
GAF, total <sup>3</sup>	308	303	362	357	376	347	327	367	330	352	410	623	4,462
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>930</b>	<b>871</b>	<b>1,059</b>	<b>1,027</b>	<b>1,147</b>	<b>1,118</b>	<b>1,057</b>	<b>1,110</b>	<b>986</b>	<b>1,106</b>	<b>1,121</b>	<b>1,213</b>	<b>12,745</b>
Dept. stores (excl. leased depts.)	58	63	92	85	88	87	79	97	91	91	125	176	1,132
Dept. stores (incl. leased depts.) <sup>2</sup>	60	64	95	87	89	89	81	99	93	93	128	181	1,159
GAF, total <sup>3</sup>	178	185	236	239	247	244	225	257	235	256	322	449	3,073
<b>Milwaukee, WI PMSA, total</b>	<b>812</b>	<b>735</b>	<b>889</b>	<b>888</b>	<b>969</b>	<b>919</b>	<b>902</b>	<b>932</b>	<b>846</b>	<b>971</b>	<b>963</b>	<b>1,068</b>	<b>10,894</b>
Dept. stores (excl. leased depts.)	50	54	81	74	76	75	70	84	79	79	108	152	982
Dept. stores (incl. leased depts.) <sup>2</sup>	52	57	83	76	79	78	72	87	82	82	111	159	1,018
GAF, total <sup>3</sup>	155	158	205	208	216	214	198	224	208	220	285	399	2,690
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>1,325</b>	<b>1,302</b>	<b>1,584</b>	<b>1,506</b>	<b>1,630</b>	<b>1,648</b>	<b>1,534</b>	<b>1,681</b>	<b>1,580</b>	<b>1,582</b>	<b>1,612</b>	<b>1,947</b>	<b>18,931</b>
Dept. stores (excl. leased depts.)	134	134	180	172	171	181	161	195	178	194	227	330	2,257
Dept. stores (incl. leased depts.) <sup>2</sup>	138	138	185	178	177	187	168	202	183	201	234	341	2,332
GAF, total <sup>3</sup>	336	332	416	401	413	417	388	455	422	443	505	727	5,255
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,514</b>	<b>9,815</b>	<b>11,340</b>	<b>11,190</b>	<b>11,781</b>	<b>11,543</b>	<b>11,043</b>	<b>11,555</b>	<b>10,928</b>	<b>11,272</b>	<b>11,848</b>	<b>13,783</b>	<b>136,612</b>
Nondurable goods, total	6,583	6,145	7,084	6,886	7,157	7,099	6,799	7,172	6,905	7,104	7,586	9,022	85,542
Dept. stores (excl. leased depts.)	498	559	711	723	793	787	642	766	741	746	977	1,525	9,468
Dept. stores (incl. leased depts.) <sup>2</sup>	518	578	733	743	813	806	658	784	760	764	1,000	1,563	9,720
GAF, total <sup>3</sup>	2,623	2,583	3,037	3,095	3,335	3,257	2,911	3,216	3,198	3,285	3,667	5,386	39,593
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,157</b>	<b>1,883</b>	<b>2,129</b>	<b>2,123</b>	<b>2,201</b>	<b>2,046</b>	<b>2,091</b>	<b>2,174</b>	<b>1,978</b>	<b>2,048</b>	<b>2,122</b>	<b>2,457</b>	<b>25,409</b>
Nondurable goods, total	1,271	1,123	1,272	1,218	1,239	1,226	1,214	1,251	1,197	1,187	1,326	1,596	15,120
Dept. stores (excl. leased depts.)	81	94	120	122	131	136	110	132	130	126	171	279	1,632
Dept. stores (incl. leased depts.) <sup>2</sup>	83	96	122	124	134	139	112	135	133	130	175	286	1,669
<b>New York, NY PMSA, total</b>	<b>4,056</b>	<b>3,890</b>	<b>4,471</b>	<b>4,243</b>	<b>4,569</b>	<b>4,462</b>	<b>4,167</b>	<b>4,297</b>	<b>4,150</b>	<b>4,312</b>	<b>4,347</b>	<b>5,155</b>	<b>52,119</b>
Nondurable goods, total	2,505	2,389	2,770	2,645	2,767	2,761	2,552	2,659	2,631	2,754	2,867	3,366	32,666
Dept. stores (excl. leased depts.)	194	213	271	273	306	290	235	278	278	284	341	524	3,487
Dept. stores (incl. leased depts.) <sup>2</sup>	204	222	282	282	314	296	242	285	286	291	350	538	3,592
GAF, total <sup>3</sup>	1,163	1,101	1,318	1,336	1,449	1,395	1,238	1,331	1,377	1,422	1,459	2,144	16,733
<b>Newark, NJ PMSA, total</b>	<b>938</b>	<b>875</b>	<b>1,013</b>	<b>985</b>	<b>1,040</b>	<b>1,003</b>	<b>943</b>	<b>994</b>	<b>974</b>	<b>1,006</b>	<b>1,064</b>	<b>1,258</b>	<b>12,093</b>
Dept. stores (excl. leased depts.)	41	47	58	61	66	66	53	62	60	62	83	133	792
Dept. stores (incl. leased depts.) <sup>2</sup>	43	49	61	63	68	67	55	64	61	63	85	136	815
<b>New York, NY City, total</b>	<b>3,363</b>	<b>3,226</b>	<b>3,681</b>	<b>3,549</b>	<b>3,827</b>	<b>3,642</b>	<b>3,405</b>	<b>3,511</b>	<b>3,370</b>	<b>3,513</b>	<b>3,579</b>	<b>4,254</b>	<b>42,920</b>
Nondurable goods, total	2,098	1,991	2,329	2,224	2,312	2,316	2,157	2,217	2,188	2,311	2,355	2,757	27,255
Dept. stores (excl. leased depts.)	149	162	209	210	234	218	177	212	211	217	253	380	2,632
Dept. stores (incl. leased depts.) <sup>2</sup>	156	169	215	214	239	222	181	215	215	220	259	389	2,694
GAF, total <sup>3</sup>	980	910	1,092	1,121	1,222	1,165	1,042	1,112	1,165	1,188	1,204	1,745	13,946

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,879</b>	<b>3,750</b>	<b>4,225</b>	<b>4,040</b>	<b>4,293</b>	<b>4,379</b>	<b>4,256</b>	<b>4,421</b>	<b>4,051</b>	<b>4,255</b>	<b>4,217</b>	<b>4,939</b>	<b>50,705</b>
Nondurable goods, total	2,253	2,165	2,468	2,360	2,519	2,481	2,406	2,561	2,458	2,570	2,642	3,256	30,139
Dept. stores (excl. leased depts.)	207	231	301	309	333	315	264	306	305	331	439	672	4,013
Dept. stores (incl. leased depts.) <sup>2</sup>	214	240	311	319	342	324	273	316	315	341	451	688	4,134
GAF, total <sup>3</sup>	766	762	908	926	1,002	941	819	911	903	956	1,175	1,854	11,923
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>3,065</b>	<b>2,990</b>	<b>3,329</b>	<b>3,224</b>	<b>3,364</b>	<b>3,475</b>	<b>3,389</b>	<b>3,529</b>	<b>3,260</b>	<b>3,410</b>	<b>3,325</b>	<b>3,947</b>	<b>40,307</b>
Nondurable goods, total	1,758	1,690	1,933	1,849	1,965	1,936	1,877	2,002	1,960	2,027	2,047	2,562	23,606
Dept. stores (excl. leased depts.)	167	186	242	248	269	252	209	244	246	267	350	539	3,219
Dept. stores (incl. leased depts.) <sup>2</sup>	173	193	250	256	277	260	215	252	254	275	359	550	3,314
GAF, total <sup>3</sup>	629	622	741	759	803	768	678	747	744	790	959	1,510	9,750
<b>Philadelphia, PA City, total</b>	<b>720</b>	<b>802</b>	<b>827</b>	<b>847</b>	<b>892</b>	<b>878</b>	<b>876</b>	<b>912</b>	<b>774</b>	<b>820</b>	<b>815</b>	<b>938</b>	<b>10,101</b>
Dept. stores (excl. leased depts.)	28	29	39	39	42	38	32	36	40	41	52	79	495
Dept. stores (incl. leased depts.) <sup>2</sup>	29	30	40	39	43	39	33	37	41	42	53	79	505
<b>Phoenix, AZ MSA, total</b>	<b>1,220</b>	<b>1,181</b>	<b>1,350</b>	<b>1,243</b>	<b>1,266</b>	<b>1,287</b>	<b>1,211</b>	<b>1,294</b>	<b>1,236</b>	<b>1,271</b>	<b>1,348</b>	<b>1,594</b>	<b>15,501</b>
Dept. stores (excl. leased depts.)	79	84	110	99	102	95	85	100	91	102	131	218	1,296
Dept. stores (incl. leased depts.) <sup>2</sup>	81	87	112	101	103	97	86	102	93	104	135	223	1,324
GAF, total <sup>3</sup>	282	277	331	304	304	281	256	292	274	302	361	582	3,846
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,041</b>	<b>1,050</b>	<b>1,206</b>	<b>1,158</b>	<b>1,318</b>	<b>1,273</b>	<b>1,189</b>	<b>1,340</b>	<b>1,198</b>	<b>1,226</b>	<b>1,361</b>	<b>1,544</b>	<b>14,904</b>
Nondurable goods, total	696	707	819	784	850	831	784	884	824	815	952	1,110	10,056
Dept. stores (excl. leased depts.)	83	93	129	133	127	125	114	134	126	131	194	261	1,650
Dept. stores (incl. leased depts.) <sup>2</sup>	88	99	136	139	133	131	119	142	133	138	203	274	1,735
GAF, total <sup>3</sup>	252	247	317	313	316	311	283	329	302	305	421	624	4,020
<b>Pittsburgh, PA PMSA, total</b>	<b>1,011</b>	<b>1,023</b>	<b>1,168</b>	<b>1,121</b>	<b>1,283</b>	<b>1,232</b>	<b>1,143</b>	<b>1,302</b>	<b>1,153</b>	<b>1,178</b>	<b>1,317</b>	<b>1,484</b>	<b>14,415</b>
Nondurable goods, total	673	684	788	752	822	800	748	851	786	781	915	1,064	9,664
Dept. stores (excl. leased depts.)	77	86	119	122	117	115	104	124	117	122	180	241	1,524
Dept. stores (incl. leased depts.) <sup>2</sup>	81	91	126	128	123	120	109	131	122	127	188	253	1,599
GAF, total <sup>3</sup>	240	236	298	291	297	293	266	312	288	290	399	589	3,799
<b>St. Louis, MO-IL MSA, total</b>	<b>1,422</b>	<b>1,319</b>	<b>1,586</b>	<b>1,582</b>	<b>1,662</b>	<b>1,699</b>	<b>1,641</b>	<b>1,707</b>	<b>1,597</b>	<b>1,603</b>	<b>1,604</b>	<b>1,868</b>	<b>19,290</b>
Dept. stores (excl. leased depts.)	129	133	175	173	179	178	158	180	164	176	228	326	2,199
Dept. stores (incl. leased depts.) <sup>2</sup>	131	135	179	177	180	180	161	183	168	179	234	331	2,238
GAF, total <sup>3</sup>	343	340	419	405	432	425	391	431	397	424	525	802	5,334
<b>San Diego, CA MSA, total</b>	<b>1,403</b>	<b>1,399</b>	<b>1,649</b>	<b>1,597</b>	<b>1,633</b>	<b>1,597</b>	<b>1,574</b>	<b>1,564</b>	<b>1,455</b>	<b>1,495</b>	<b>1,528</b>	<b>1,841</b>	<b>18,735</b>
Nondurable goods, total	829	776	925	906	939	945	941	971	908	911	957	1,241	11,249
Dept. stores (excl. leased depts.)	103	103	128	121	130	130	122	135	122	122	156	252	1,624
Dept. stores (incl. leased depts.) <sup>2</sup>	106	106	132	124	133	134	126	139	127	126	161	260	1,674
GAF, total <sup>3</sup>	393	379	458	451	479	495	461	499	467	463	559	857	5,961
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,970</b>	<b>3,787</b>	<b>4,320</b>	<b>4,236</b>	<b>4,473</b>	<b>4,465</b>	<b>4,409</b>	<b>4,474</b>	<b>4,625</b>	<b>4,666</b>	<b>4,457</b>	<b>5,396</b>	<b>53,278</b>
Nondurable goods, total	2,484	2,397	2,759	2,732	2,891	2,859	2,841	2,952	2,802	2,891	2,974	3,653	34,235
Dept. stores (excl. leased depts.)	239	249	305	293	329	323	321	354	308	324	421	655	4,121
Dept. stores (incl. leased depts.) <sup>2</sup>	246	259	314	301	337	331	328	363	318	334	432	672	4,235
GAF, total <sup>3</sup>	1,098	1,119	1,314	1,291	1,395	1,329	1,279	1,381	1,286	1,353	1,547	2,363	16,755
<b>Oakland, CA PMSA, total</b>	<b>1,305</b>	<b>1,216</b>	<b>1,407</b>	<b>1,345</b>	<b>1,403</b>	<b>1,390</b>	<b>1,339</b>	<b>1,444</b>	<b>1,367</b>	<b>1,379</b>	<b>1,427</b>	<b>1,733</b>	<b>16,755</b>
Dept. stores (excl. leased depts.)	74	78	95	92	102	101	98	111	96	99	133	207	1,286
Dept. stores (incl. leased depts.) <sup>2</sup>	76	81	97	94	105	103	101	114	99	102	137	213	1,322
<b>San Francisco, CA PMSA, total</b>	<b>1,130</b>	<b>1,094</b>	<b>1,240</b>	<b>1,268</b>	<b>1,332</b>	<b>1,258</b>	<b>1,272</b>	<b>1,311</b>	<b>1,228</b>	<b>1,299</b>	<b>1,344</b>	<b>1,575</b>	<b>15,351</b>
Nondurable goods, total	804	794	898	925	970	921	936	957	926	965	948	1,123	11,167
Dept. stores (excl. leased depts.)	69	70	86	81	91	89	91	96	86	92	111	173	1,135
Dept. stores (incl. leased depts.) <sup>2</sup>	70	72	88	83	93	91	93	98	88	95	114	178	1,163
GAF, total <sup>3</sup>	345	347	433	433	461	417	423	441	442	482	494	688	5,406
<b>Seattle-Tecoma, WA CMSA, total</b>	<b>1,492</b>	<b>1,388</b>	<b>1,663</b>	<b>1,620</b>	<b>1,735</b>	<b>1,832</b>	<b>1,812</b>	<b>1,942</b>	<b>1,765</b>	<b>1,804</b>	<b>1,865</b>	<b>2,326</b>	<b>21,244</b>
Dept. stores (excl. leased depts.)	105	105	141	137	141	145	136	162	141	151	184	267	1,815
Dept. stores (incl. leased depts.) <sup>2</sup>	107	109	144	141	148	149	140	167	148	157	191	274	1,875
GAF, total <sup>3</sup>	447	422	528	514	564	585	549	617	567	614	709	1,027	7,143
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,910</b>	<b>1,804</b>	<b>2,060</b>	<b>1,906</b>	<b>1,899</b>	<b>1,930</b>	<b>1,857</b>	<b>1,932</b>	<b>1,911</b>	<b>2,033</b>	<b>2,151</b>	<b>2,385</b>	<b>23,778</b>
Nondurable goods, total	1,345	1,333	1,478	1,422	1,374	1,329	1,324	1,386	1,358	1,449	1,563	1,777	17,138
Dept. stores (excl. leased depts.)	85	92	115	105	102	95	87	101	88	100	129	198	1,297
Dept. stores (incl. leased depts.) <sup>2</sup>	88	98	120	110	107	99	90	104	91	104	135	205	1,351
GAF, total <sup>3</sup>	251	265	318	291	286	271	253	287	253	283	343	541	3,642
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,591</b>	<b>2,545</b>	<b>2,938</b>	<b>2,858</b>	<b>3,104</b>	<b>3,018</b>	<b>2,872</b>	<b>3,032</b>	<b>2,914</b>	<b>2,938</b>	<b>3,004</b>	<b>3,699</b>	<b>35,513</b>
Nondurable goods, total	1,665	1,578	1,807	1,802	1,917	1,879	1,796	1,948	1,858	1,906	1,977	2,421	22,554
Dept. stores (excl. leased depts.)	138	152	196	201	213	198	171	205	201	190	247	397	2,509
Dept. stores (incl. leased depts.) <sup>2</sup>	143	157	202	208	219	204	176	211	206	196	255	408	2,585
GAF, total <sup>3</sup>	661	667	777	767	846	803	734	823	797	786	935	1,506	10,102

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1989												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Atlanta, GA MSA, total</b> . . . . .	<b>1,614</b>	<b>1,572</b>	<b>1,809</b>	<b>1,739</b>	<b>1,850</b>	<b>1,825</b>	<b>1,790</b>	<b>1,935</b>	<b>1,834</b>	<b>1,756</b>	<b>1,881</b>	<b>2,324</b>	<b>21,929</b>
Nondurable goods, total . . . . .	1,032	1,047	1,213	1,161	1,224	1,217	1,206	1,280	1,227	1,211	1,331	1,651	14,800
Dept. stores (excl. leased depts.) . . . . .	112	115	170	171	187	179	165	194	185	181	234	367	2,260
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	116	119	174	175	191	183	169	198	188	185	239	378	2,315
GAF, total <sup>3</sup> . . . . .	390	396	508	494	550	517	493	570	533	543	677	1,039	6,710
<b>Baltimore, MD MSA, total</b> . . . . .	<b>1,320</b>	<b>1,293</b>	<b>1,502</b>	<b>1,484</b>	<b>1,574</b>	<b>1,612</b>	<b>1,476</b>	<b>1,599</b>	<b>1,538</b>	<b>1,490</b>	<b>1,596</b>	<b>1,885</b>	<b>18,369</b>
Nondurable goods, total . . . . .	731	728	844	822	864	865	820	867	842	834	925	1,195	10,337
Dept. stores (excl. leased depts.) . . . . .	80	85	107	118	122	118	104	117	118	121	170	264	1,524
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	83	89	111	122	126	122	106	120	121	125	175	270	1,570
GAF, total <sup>3</sup> . . . . .	273	264	326	335	355	349	320	355	363	353	442	717	4,452
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	<b>2,093</b>	<b>2,044</b>	<b>2,348</b>	<b>2,321</b>	<b>2,577</b>	<b>2,470</b>	<b>2,236</b>	<b>2,473</b>	<b>2,429</b>	<b>2,380</b>	<b>2,578</b>	<b>3,057</b>	<b>29,006</b>
Nondurable goods, total . . . . .	1,476	1,418	1,624	1,580	1,734	1,677	1,531	1,646	1,641	1,670	1,846	2,235	20,078
Dept. stores (excl. leased depts.) . . . . .	118	115	152	160	185	181	143	173	176	183	232	362	2,180
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	123	122	160	168	196	189	150	181	185	192	244	382	2,292
GAF, total <sup>3</sup> . . . . .	538	499	621	635	705	680	574	681	705	682	809	1,214	8,343
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	<b>4,498</b>	<b>4,349</b>	<b>5,210</b>	<b>5,220</b>	<b>5,565</b>	<b>5,456</b>	<b>5,122</b>	<b>5,483</b>	<b>5,288</b>	<b>5,323</b>	<b>5,384</b>	<b>6,353</b>	<b>63,251</b>
Nondurable goods, total . . . . .	2,744	2,616	3,065	3,071	3,249	3,187	3,099	3,301	3,249	3,395	3,527	4,248	38,751
Dept. stores (excl. leased depts.) . . . . .	290	275	377	384	415	412	366	417	397	430	518	809	5,090
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	302	288	392	399	433	428	381	435	414	448	540	844	5,304
GAF, total <sup>3</sup> . . . . .	1,028	977	1,221	1,208	1,337	1,348	1,180	1,347	1,231	1,315	1,542	2,290	16,024
<b>Chicago, IL PMSA, total</b> . . . . .	<b>3,543</b>	<b>3,453</b>	<b>4,193</b>	<b>4,176</b>	<b>4,429</b>	<b>4,278</b>	<b>4,004</b>	<b>4,280</b>	<b>4,155</b>	<b>4,226</b>	<b>4,275</b>	<b>4,996</b>	<b>50,008</b>
Nondurable goods, total . . . . .	2,171	2,091	2,474	2,449	2,567	2,517	2,417	2,576	2,591	2,696	2,804	3,383	30,736
Dept. stores (excl. leased depts.) . . . . .	224	215	292	295	323	319	282	322	313	337	400	625	3,947
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	234	225	305	307	337	331	293	337	327	351	417	651	4,115
GAF, total <sup>3</sup> . . . . .	808	768	961	948	1,047	1,049	921	1,040	965	1,037	1,199	1,801	12,544
<b>Chicago, IL City, total</b> . . . . .	<b>1,156</b>	<b>1,099</b>	<b>1,336</b>	<b>1,330</b>	<b>1,426</b>	<b>1,392</b>	<b>1,307</b>	<b>1,400</b>	<b>1,378</b>	<b>1,437</b>	<b>1,503</b>	<b>1,702</b>	<b>16,466</b>
Nondurable goods, total . . . . .	860	819	1,009	1,005	1,063	1,005	956	1,018	1,044	1,097	1,175	1,335	12,386
Dept. stores (excl. leased depts.) . . . . .	73	70	93	93	103	99	88	102	103	110	124	187	1,245
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	78	76	99	99	110	104	94	111	111	116	131	198	1,327
GAF, total <sup>3</sup> . . . . .	273	254	318	310	353	350	303	337	321	347	387	552	4,105
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	<b>817</b>	<b>845</b>	<b>993</b>	<b>1,006</b>	<b>1,091</b>	<b>1,100</b>	<b>1,072</b>	<b>1,138</b>	<b>1,103</b>	<b>1,100</b>	<b>1,164</b>	<b>1,453</b>	<b>12,882</b>
Nondurable goods, total . . . . .	532	534	621	624	659	641	647	680	633	664	714	865	7,814
Dept. stores (excl. leased depts.) . . . . .	72	77	110	113	110	111	103	118	112	120	152	228	1,426
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	75	80	114	117	114	114	106	122	116	123	156	235	1,472
GAF, total <sup>3</sup> . . . . .	216	218	281	277	288	285	282	317	335	336	402	623	3,860
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	<b>1,516</b>	<b>1,437</b>	<b>1,731</b>	<b>1,713</b>	<b>1,848</b>	<b>1,823</b>	<b>1,724</b>	<b>1,890</b>	<b>1,808</b>	<b>1,694</b>	<b>1,720</b>	<b>1,939</b>	<b>20,843</b>
Nondurable goods, total . . . . .	881	853	958	965	1,056	996	970	1,038	947	973	1,054	1,268	11,959
Dept. stores (excl. leased depts.) . . . . .	91	92	124	136	140	141	123	151	135	145	179	284	1,741
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	97	99	133	147	149	150	132	162	145	155	192	302	1,863
GAF, total <sup>3</sup> . . . . .	300	282	358	366	384	389	359	417	391	414	497	758	4,915
<b>Cleveland, OH PMSA, total</b> . . . . .	<b>941</b>	<b>902</b>	<b>1,088</b>	<b>1,106</b>	<b>1,189</b>	<b>1,141</b>	<b>1,076</b>	<b>1,175</b>	<b>1,148</b>	<b>1,056</b>	<b>1,067</b>	<b>1,217</b>	<b>13,106</b>
Dept. stores (excl. leased depts.) . . . . .	63	64	87	94	96	97	85	103	94	101	121	193	1,198
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	69	69	96	103	103	105	92	111	102	109	131	205	1,295
GAF, total <sup>3</sup> . . . . .	207	198	248	253	268	271	250	286	271	288	340	523	3,403
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	<b>2,130</b>	<b>1,985</b>	<b>2,411</b>	<b>2,361</b>	<b>2,499</b>	<b>2,426</b>	<b>2,429</b>	<b>2,600</b>	<b>2,365</b>	<b>2,471</b>	<b>2,571</b>	<b>3,151</b>	<b>29,399</b>
Nondurable goods, total . . . . .	1,471	1,363	1,585	1,561	1,610	1,579	1,607	1,696	1,617	1,671	1,756	2,205	19,721
Dept. stores (excl. leased depts.) . . . . .	189	181	244	245	251	245	244	271	245	253	311	511	3,190
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	193	184	249	249	256	249	249	276	250	258	317	521	3,251
GAF, total <sup>3</sup> . . . . .	545	528	657	635	682	671	656	748	669	677	829	1,330	8,627
<b>Denver-Boulder, CO CMSA, total</b> . . . . .	<b>974</b>	<b>921</b>	<b>1,096</b>	<b>1,101</b>	<b>1,159</b>	<b>1,196</b>	<b>1,202</b>	<b>1,209</b>	<b>1,123</b>	<b>1,126</b>	<b>1,144</b>	<b>1,544</b>	<b>13,795</b>
Nondurable goods, total . . . . .	556	529	632	628	659	659	672	660	620	651	660	860	7,786
Dept. stores (excl. leased depts.) . . . . .	74	76	100	102	106	104	100	112	101	108	129	211	1,323
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	79	103	105	108	106	102	115	104	111	132	214	1,355
GAF, total <sup>3</sup> . . . . .	259	251	314	315	327	329	326	378	346	353	394	630	4,222
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	<b>2,397</b>	<b>2,346</b>	<b>2,752</b>	<b>2,776</b>	<b>3,016</b>	<b>2,974</b>	<b>2,903</b>	<b>3,058</b>	<b>2,832</b>	<b>2,830</b>	<b>3,083</b>	<b>3,690</b>	<b>34,657</b>
Nondurable goods, total . . . . .	1,474	1,383	1,622	1,608	1,716	1,739	1,689	1,725	1,699	1,737	1,811	2,294	20,497
Dept. stores (excl. leased depts.) . . . . .	233	229	303	310	332	339	302	333	330	364	428	625	4,128
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	241	236	311	317	340	346	308	342	339	374	440	642	4,236
GAF, total <sup>3</sup> . . . . .	667	641	802	798	865	861	781	860	843	918	1,108	1,661	10,805
<b>Detroit, MI PMSA, total</b> . . . . .	<b>2,184</b>	<b>2,152</b>	<b>2,526</b>	<b>2,552</b>	<b>2,752</b>	<b>2,721</b>	<b>2,679</b>	<b>2,809</b>	<b>2,591</b>	<b>2,605</b>	<b>2,830</b>	<b>3,385</b>	<b>31,786</b>
Nondurable goods, total . . . . .	1,371	1,289	1,512	1,489	1,580	1,608	1,569	1,605	1,577	1,616	1,683	2,134	19,033
Dept. stores (excl. leased depts.) . . . . .	215	212	278	283	304	311	276	304	301	335	396	579	3,794
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	222	218	287	292	312	319	283	314	311	345	408	597	3,908
GAF, total <sup>3</sup> . . . . .	591	589	736	732	788	786	712	783	762	843	1,015	1,524	9,861
<b>Houston-Galveston-Bradford, TX CMSA, total</b> . . . . .	<b>2,031</b>	<b>1,957</b>	<b>2,368</b>	<b>2,218</b>	<b>2,430</b>	<b>2,284</b>	<b>2,245</b>	<b>2,364</b>	<b>2,262</b>	<b>2,149</b>	<b>2,224</b>	<b>2,793</b>	<b>27,325</b>
Nondurable goods, total . . . . .	1,276	1,249	1,467	1,393	1,502	1,411	1,415	1,503	1,429	1,367	1,491	1,986	17,489
Dept. stores (excl. leased depts.) . . . . .	163	164	218	211	223	214	212	240	212	218	263	439	2,777
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	169	169	224	217	229	220	218	246	217	224	270	452	2,855
GAF, total <sup>3</sup> . . . . .	483	472	585	561	602	528	538	616	570	582	708	1,179	7,424

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1989												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,828	1,777	2,135	1,996	2,182	2,047	2,016	2,141	2,045	1,946	2,021	2,542	24,676
Nondurable goods, total	1,133	1,123	1,303	1,236	1,335	1,246	1,254	1,348	1,275	1,224	1,351	1,802	15,630
Dept. stores (excl. leased depts.)	142	143	188	183	192	185	184	209	185	190	229	385	2,415
Dept. stores (incl. leased depts.) <sup>2</sup>	148	147	194	188	198	190	189	214	189	195	235	396	2,483
GAF, total <sup>3</sup>	443	434	534	512	543	478	492	562	520	533	649	1,089	6,789
<b>Kansas City, MO-KS MSA, total</b>	<b>800</b>	<b>774</b>	<b>990</b>	<b>962</b>	<b>996</b>	<b>1,022</b>	<b>973</b>	<b>1,041</b>	<b>981</b>	<b>996</b>	<b>1,038</b>	<b>1,190</b>	<b>11,763</b>
Dept. stores (excl. leased depts.)	77	73	103	105	106	103	97	112	101	103	138	209	1,327
Dept. stores (incl. leased depts.) <sup>2</sup>	79	74	105	106	107	103	97	114	102	105	139	210	1,341
GAF, total <sup>3</sup>	194	189	246	249	252	245	239	272	251	252	321	471	3,181
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	<b>8,352</b>	<b>8,210</b>	<b>9,304</b>	<b>9,140</b>	<b>9,694</b>	<b>9,747</b>	<b>9,403</b>	<b>9,866</b>	<b>9,427</b>	<b>9,382</b>	<b>9,999</b>	<b>12,177</b>	<b>114,701</b>
Nondurable goods, total	4,674	4,542	5,241	5,170	5,376	5,388	5,348	5,516	5,437	5,553	5,878	7,457	65,580
Dept. stores (excl. leased depts.)	519	538	664	663	686	693	657	699	685	707	859	1,456	8,826
Dept. stores (incl. leased depts.) <sup>2</sup>	536	554	684	681	704	710	674	719	705	729	883	1,494	9,073
GAF, total <sup>3</sup>	2,094	2,077	2,447	2,330	2,484	2,520	2,391	2,569	2,541	2,607	3,050	4,767	31,877
<b>Anaheim-Santa Ana, CA PMSA, total</b>	<b>1,955</b>	<b>1,922</b>	<b>2,178</b>	<b>2,112</b>	<b>2,246</b>	<b>2,222</b>	<b>2,129</b>	<b>2,250</b>	<b>2,061</b>	<b>2,011</b>	<b>2,197</b>	<b>2,557</b>	<b>25,840</b>
Dept. stores (excl. leased depts.)	106	110	135	133	139	141	135	142	139	146	178	307	1,811
Dept. stores (incl. leased depts.) <sup>2</sup>	108	113	138	135	142	143	137	145	142	149	182	313	1,847
GAF, total <sup>3</sup>	465	460	527	487	522	534	498	557	527	537	612	971	6,697
<b>Los Angeles-Long Beach, CA PMSA, total</b>	<b>4,820</b>	<b>4,716</b>	<b>5,310</b>	<b>5,187</b>	<b>5,514</b>	<b>5,548</b>	<b>5,434</b>	<b>5,743</b>	<b>5,511</b>	<b>5,517</b>	<b>5,884</b>	<b>7,296</b>	<b>66,480</b>
Nondurable goods, total	2,885	2,797	3,198	3,137	3,250	3,222	3,215	3,371	3,287	3,365	3,538	4,418	39,683
Dept. stores (excl. leased depts.)	296	304	374	376	390	394	374	397	389	399	482	811	4,986
Dept. stores (incl. leased depts.) <sup>2</sup>	308	316	386	388	403	406	385	410	402	414	498	838	5,154
GAF, total <sup>3</sup>	1,234	1,224	1,452	1,381	1,476	1,500	1,443	1,539	1,532	1,578	1,847	2,847	19,053
<b>Los Angeles, CA City, total</b>	<b>1,772</b>	<b>1,747</b>	<b>1,964</b>	<b>1,868</b>	<b>1,984</b>	<b>2,001</b>	<b>1,986</b>	<b>2,041</b>	<b>2,032</b>	<b>1,971</b>	<b>2,079</b>	<b>2,485</b>	<b>23,930</b>
Nondurable goods, total	1,038	1,038	1,184	1,168	1,196	1,198	1,194	1,218	1,217	1,240	1,262	1,534	14,487
Dept. stores (excl. leased depts.)	96	97	118	121	125	124	118	123	121	123	147	238	1,551
Dept. stores (incl. leased depts.) <sup>2</sup>	100	102	123	125	129	129	122	127	125	128	153	246	1,609
GAF, total <sup>3</sup>	415	413	487	463	497	503	489	522	540	547	623	905	6,404
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	<b>1,926</b>	<b>1,916</b>	<b>2,092</b>	<b>1,993</b>	<b>2,116</b>	<b>2,090</b>	<b>1,984</b>	<b>2,086</b>	<b>2,024</b>	<b>1,914</b>	<b>2,071</b>	<b>2,646</b>	<b>24,858</b>
Nondurable goods, total	1,067	1,052	1,188	1,125	1,174	1,139	1,119	1,158	1,086	1,091	1,191	1,540	13,930
Dept. stores (excl. leased depts.)	120	125	157	148	156	148	142	160	147	140	187	310	1,940
Dept. stores (incl. leased depts.) <sup>2</sup>	125	130	162	153	161	152	146	165	151	146	194	320	2,005
GAF, total <sup>3</sup>	483	478	558	532	565	540	531	566	523	529	637	1,023	6,965
<b>Miami-Hialeah, FL PMSA, total</b>	<b>977</b>	<b>975</b>	<b>1,082</b>	<b>1,077</b>	<b>1,167</b>	<b>1,123</b>	<b>1,092</b>	<b>1,183</b>	<b>1,111</b>	<b>1,042</b>	<b>1,112</b>	<b>1,396</b>	<b>13,337</b>
Nondurable goods, total	603	587	673	644	696	675	670	693	657	657	705	907	8,167
Dept. stores (excl. leased depts.)	74	76	96	92	98	93	90	101	92	85	114	183	1,194
Dept. stores (incl. leased depts.) <sup>2</sup>	78	80	100	96	102	97	94	105	96	89	119	189	1,245
GAF, total <sup>3</sup>	301	301	349	333	363	351	350	371	340	338	400	626	4,423
<b>Milwaukee-Racine, WI CMSA, total</b>	<b>848</b>	<b>819</b>	<b>939</b>	<b>1,002</b>	<b>1,097</b>	<b>1,065</b>	<b>982</b>	<b>1,092</b>	<b>1,008</b>	<b>993</b>	<b>1,022</b>	<b>1,166</b>	<b>12,033</b>
Dept. stores (excl. leased depts.)	60	57	79	84	81	79	74	81	86	87	115	168	1,051
Dept. stores (incl. leased depts.) <sup>2</sup>	62	59	83	87	84	83	76	84	89	91	119	172	1,089
GAF, total <sup>3</sup>	184	171	220	224	231	227	211	233	233	243	301	424	2,902
<b>Milwaukee, WI PMSA, total</b>	<b>712</b>	<b>678</b>	<b>785</b>	<b>862</b>	<b>912</b>	<b>880</b>	<b>850</b>	<b>916</b>	<b>855</b>	<b>863</b>	<b>872</b>	<b>1,009</b>	<b>10,194</b>
Dept. stores (excl. leased depts.)	51	49	70	73	71	69	64	71	75	75	99	145	912
Dept. stores (incl. leased depts.) <sup>2</sup>	53	51	73	76	74	73	67	74	79	79	104	150	953
GAF, total <sup>3</sup>	158	148	192	198	202	196	182	204	202	211	264	373	2,530
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	<b>1,327</b>	<b>1,293</b>	<b>1,502</b>	<b>1,569</b>	<b>1,667</b>	<b>1,676</b>	<b>1,508</b>	<b>1,654</b>	<b>1,634</b>	<b>1,546</b>	<b>1,607</b>	<b>1,808</b>	<b>18,791</b>
Dept. stores (excl. leased depts.)	127	128	163	171	175	172	158	185	177	190	222	316	2,184
Dept. stores (incl. leased depts.) <sup>2</sup>	131	132	168	177	181	177	163	190	183	195	228	325	2,250
GAF, total <sup>3</sup>	332	322	390	408	411	413	378	445	434	433	486	685	5,137
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	<b>10,019</b>	<b>9,492</b>	<b>10,768</b>	<b>10,512</b>	<b>11,627</b>	<b>11,702</b>	<b>10,980</b>	<b>11,602</b>	<b>11,126</b>	<b>11,101</b>	<b>11,769</b>	<b>14,330</b>	<b>135,028</b>
Nondurable goods, total	6,403	6,019	6,912	6,630	7,114	7,052	6,703	7,029	6,883	6,973	7,491	9,383	84,592
Dept. stores (excl. leased depts.)	537	585	706	723	832	812	647	778	806	829	1,060	1,667	9,982
Dept. stores (incl. leased depts.) <sup>2</sup>	563	601	726	739	851	831	663	799	827	850	1,085	1,712	10,247
GAF, total <sup>3</sup>	2,543	2,462	2,879	2,858	3,123	3,126	2,779	3,100	3,213	3,222	3,747	5,593	38,645
<b>Nassau-Suffolk, NY PMSA, total</b>	<b>2,157</b>	<b>1,914</b>	<b>2,039</b>	<b>2,043</b>	<b>2,314</b>	<b>2,281</b>	<b>2,295</b>	<b>2,343</b>	<b>2,213</b>	<b>2,170</b>	<b>2,268</b>	<b>2,707</b>	<b>26,744</b>
Nondurable goods, total	1,290	1,133	1,254	1,189	1,271	1,255	1,235	1,267	1,234	1,238	1,351	1,725	15,442
Dept. stores (excl. leased depts.)	91	103	120	127	147	147	113	139	142	142	188	301	1,760
Dept. stores (incl. leased depts.) <sup>2</sup>	101	106	123	130	151	151	116	143	146	145	192	308	1,812
<b>New York, NY PMSA, total</b>	<b>3,813</b>	<b>3,761</b>	<b>4,242</b>	<b>4,098</b>	<b>4,583</b>	<b>4,545</b>	<b>3,979</b>	<b>4,316</b>	<b>4,295</b>	<b>4,231</b>	<b>4,498</b>	<b>5,494</b>	<b>51,855</b>
Nondurable goods, total	2,363	2,318	2,652	2,558	2,759	2,699	2,414	2,631	2,640	2,667	2,879	3,555	32,135
Dept. stores (excl. leased depts.)	211	228	269	275	320	304	239	287	308	320	376	583	3,720
Dept. stores (incl. leased depts.) <sup>2</sup>	221	237	278	284	328	311	246	295	317	330	388	606	3,841
GAF, total <sup>3</sup>	1,142	1,083	1,268	1,244	1,373	1,332	1,148	1,291	1,428	1,422	1,501	2,204	16,436
<b>Newark, NJ PMSA, total</b>	<b>954</b>	<b>874</b>	<b>980</b>	<b>973</b>	<b>1,040</b>	<b>1,045</b>	<b>985</b>	<b>1,018</b>	<b>989</b>	<b>989</b>	<b>1,033</b>	<b>1,304</b>	<b>12,184</b>
Dept. stores (excl. leased depts.)	47	51	66	59	68	66	53	63	66	66	90	146	841
Dept. stores (incl. leased depts.) <sup>2</sup>	49	52	69	61	70	68	55	65	68	69	93	151	870
<b>New York, NY City, total</b>	<b>3,183</b>	<b>3,184</b>	<b>3,514</b>	<b>3,480</b>	<b>3,926</b>	<b>3,906</b>	<b>3,388</b>	<b>3,691</b>	<b>3,666</b>	<b>3,512</b>	<b>3,723</b>	<b>4,491</b>	<b>43,664</b>
Nondurable goods, total	1,967	1,924	2,206	2,153	2,302	2,273	2,028	2,203	2,234	2,221	2,359	2,895	26,765
Dept. stores (excl. leased depts.)	163	177	208	213	245	227	179	218	238	247	282	423	2,820
Dept. stores (incl. leased depts.) <sup>2</sup>	171	183	215	218	251	232	184	224	243	254	290	439	2,904
GAF, total <sup>3</sup>	951	885	1,047	1,030	1,137	1,097	948	1,067	1,194	1,181	1,223	1,771	13,531

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1989												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,558</b>	<b>3,408</b>	<b>4,030</b>	<b>3,893</b>	<b>4,093</b>	<b>4,277</b>	<b>4,001</b>	<b>4,221</b>	<b>4,197</b>	<b>4,094</b>	<b>4,269</b>	<b>5,271</b>	<b>49,312</b>
Nondurable goods, total	2,055	1,994	2,403	2,289	2,381	2,400	2,271	2,402	2,388	2,441	2,671	3,454	29,149
Dept. stores (excl. leased depts.)	215	221	320	303	329	320	264	307	311	328	457	706	4,081
Dept. stores (incl. leased depts.) <sup>2</sup>	223	227	328	311	337	327	272	316	320	338	469	721	4,189
GAF, total <sup>3</sup>	732	710	885	860	923	909	796	918	926	962	1,220	1,950	11,791
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,843</b>	<b>2,695</b>	<b>3,197</b>	<b>3,101</b>	<b>3,252</b>	<b>3,336</b>	<b>3,149</b>	<b>3,295</b>	<b>3,289</b>	<b>3,238</b>	<b>3,353</b>	<b>4,169</b>	<b>38,917</b>
Nondurable goods, total	1,628	1,559	1,893	1,791	1,849	1,841	1,750	1,839	1,864	1,899	2,058	2,717	22,688
Dept. stores (excl. leased depts.)	173	177	258	242	268	260	212	246	254	265	369	573	3,297
Dept. stores (incl. leased depts.) <sup>2</sup>	180	182	264	249	274	267	219	253	260	273	377	584	3,382
GAF, total <sup>3</sup>	593	565	706	688	737	712	632	734	744	772	979	1,564	9,426
<b>Philadelphia, PA City, total</b>	<b>691</b>	<b>653</b>	<b>755</b>	<b>748</b>	<b>805</b>	<b>803</b>	<b>777</b>	<b>772</b>	<b>763</b>	<b>783</b>	<b>845</b>	<b>1,003</b>	<b>9,398</b>
Dept. stores (excl. leased depts.)	28	27	43	37	44	42	34	38	42	42	57	86	520
Dept. stores (incl. leased depts.) <sup>2</sup>	29	27	44	38	45	42	35	39	43	43	58	86	529
<b>Phoenix, AZ MSA, total</b>	<b>1,072</b>	<b>1,064</b>	<b>1,242</b>	<b>1,189</b>	<b>1,243</b>	<b>1,152</b>	<b>1,093</b>	<b>1,168</b>	<b>1,112</b>	<b>1,073</b>	<b>1,183</b>	<b>1,572</b>	<b>14,163</b>
Dept. stores (excl. leased depts.)	75	84	105	96	93	88	82	91	84	95	122	209	1,224
Dept. stores (incl. leased depts.) <sup>2</sup>	77	87	108	99	96	91	84	94	86	99	124	212	1,257
GAF, total <sup>3</sup>	265	269	337	318	317	303	273	304	276	298	378	612	3,950
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>1,065</b>	<b>1,089</b>	<b>1,239</b>	<b>1,187</b>	<b>1,369</b>	<b>1,280</b>	<b>1,242</b>	<b>1,306</b>	<b>1,185</b>	<b>1,165</b>	<b>1,270</b>	<b>1,473</b>	<b>14,870</b>
Nondurable goods, total	683	682	790	757	847	802	811	819	793	788	910	1,087	9,769
Dept. stores (excl. leased depts.)	86	88	120	129	130	129	115	135	125	134	194	267	1,652
Dept. stores (incl. leased depts.) <sup>2</sup>	92	92	126	135	136	135	120	142	131	141	203	278	1,731
GAF, total <sup>3</sup>	249	239	296	294	308	312	280	321	300	314	428	633	3,974
<b>Pittsburgh, PA PMSA, total</b>	<b>1,026</b>	<b>1,053</b>	<b>1,204</b>	<b>1,152</b>	<b>1,328</b>	<b>1,235</b>	<b>1,144</b>	<b>1,270</b>	<b>1,144</b>	<b>1,124</b>	<b>1,225</b>	<b>1,413</b>	<b>14,318</b>
Nondurable goods, total	652	652	765	728	816	769	723	791	763	760	879	1,040	9,338
Dept. stores (excl. leased depts.)	79	81	111	119	120	119	106	125	115	124	179	246	1,524
Dept. stores (incl. leased depts.) <sup>2</sup>	84	85	116	124	125	124	111	131	121	130	188	257	1,596
GAF, total <sup>3</sup>	229	224	274	273	289	291	260	296	279	289	396	592	3,692
<b>St. Louis, MO-IL MSA, total</b>	<b>1,285</b>	<b>1,161</b>	<b>1,404</b>	<b>1,481</b>	<b>1,537</b>	<b>1,501</b>	<b>1,464</b>	<b>1,510</b>	<b>1,449</b>	<b>1,497</b>	<b>1,548</b>	<b>1,902</b>	<b>17,739</b>
Dept. stores (excl. leased depts.)	123	121	157	168	169	166	154	172	166	172	230	339	2,137
Dept. stores (incl. leased depts.) <sup>2</sup>	125	123	160	171	172	169	157	175	170	175	234	344	2,175
GAF, total <sup>3</sup>	331	317	398	394	413	403	374	434	407	432	540	816	5,259
<b>San Diego, CA MSA, total</b>	<b>1,358</b>	<b>1,401</b>	<b>1,600</b>	<b>1,555</b>	<b>1,583</b>	<b>1,600</b>	<b>1,642</b>	<b>1,650</b>	<b>1,567</b>	<b>1,563</b>	<b>1,609</b>	<b>1,979</b>	<b>19,107</b>
Nondurable goods, total	801	778	899	900	918	934	962	970	926	933	961	1,275	11,257
Dept. stores (excl. leased depts.)	96	97	118	115	119	121	121	128	124	127	154	261	1,581
Dept. stores (incl. leased depts.) <sup>2</sup>	98	100	122	118	122	124	124	132	128	130	159	267	1,624
GAF, total <sup>3</sup>	370	373	444	425	454	474	460	484	453	454	532	875	5,798
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,780</b>	<b>3,708</b>	<b>3,978</b>	<b>4,015</b>	<b>4,269</b>	<b>4,365</b>	<b>4,414</b>	<b>4,468</b>	<b>4,262</b>	<b>4,256</b>	<b>4,379</b>	<b>5,508</b>	<b>51,402</b>
Nondurable goods, total	2,331	2,226	2,556	2,604	2,719	2,741	2,729	2,734	2,682	2,691	2,812	3,644	32,469
Dept. stores (excl. leased depts.)	234	245	299	306	318	317	315	347	326	309	408	683	4,107
Dept. stores (incl. leased depts.) <sup>2</sup>	242	252	308	314	326	323	321	355	335	318	418	697	4,209
GAF, total <sup>3</sup>	1,004	997	1,154	1,134	1,204	1,209	1,177	1,303	1,257	1,243	1,524	2,427	15,633
<b>Oakland, CA PMSA, total</b>	<b>1,374</b>	<b>1,348</b>	<b>1,411</b>	<b>1,398</b>	<b>1,482</b>	<b>1,460</b>	<b>1,548</b>	<b>1,516</b>	<b>1,425</b>	<b>1,431</b>	<b>1,434</b>	<b>1,764</b>	<b>17,591</b>
Dept. stores (excl. leased depts.)	73	76	92	95	98	99	97	107	101	98	128	217	1,281
Dept. stores (incl. leased depts.) <sup>2</sup>	76	79	96	99	100	101	99	111	105	102	132	222	1,322
<b>San Francisco, CA PMSA, total</b>	<b>991</b>	<b>972</b>	<b>1,091</b>	<b>1,103</b>	<b>1,182</b>	<b>1,185</b>	<b>1,233</b>	<b>1,301</b>	<b>1,219</b>	<b>1,239</b>	<b>1,286</b>	<b>1,526</b>	<b>14,328</b>
Nondurable goods, total	740	697	797	806	865	876	891	916	894	921	938	1,148	10,489
Dept. stores (excl. leased depts.)	68	70	85	84	91	87	88	96	92	82	111	183	1,137
Dept. stores (incl. leased depts.) <sup>2</sup>	71	72	88	87	94	89	91	100	95	85	115	187	1,174
GAF, total <sup>3</sup>	326	310	368	358	380	393	394	425	389	386	457	681	4,867
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,212</b>	<b>1,151</b>	<b>1,401</b>	<b>1,414</b>	<b>1,535</b>	<b>1,575</b>	<b>1,552</b>	<b>1,676</b>	<b>1,612</b>	<b>1,574</b>	<b>1,677</b>	<b>2,275</b>	<b>18,654</b>
Dept. stores (excl. leased depts.)	94	90	118	124	124	127	120	145	135	136	167	266	1,646
Dept. stores (incl. leased depts.) <sup>2</sup>	97	93	120	128	127	129	123	148	139	141	171	272	1,688
GAF, total <sup>3</sup>	395	370	454	466	487	513	509	556	529	529	617	1,040	6,465
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,680</b>	<b>1,625</b>	<b>1,876</b>	<b>1,762</b>	<b>1,768</b>	<b>1,745</b>	<b>1,709</b>	<b>1,814</b>	<b>1,789</b>	<b>1,833</b>	<b>1,933</b>	<b>2,196</b>	<b>21,730</b>
Nondurable goods, total	1,191	1,130	1,341	1,240	1,225	1,226	1,209	1,251	1,226	1,294	1,383	1,647	15,363
Dept. stores (excl. leased depts.)	85	88	115	106	103	98	93	102	92	100	131	208	1,321
Dept. stores (incl. leased depts.) <sup>2</sup>	89	93	119	111	107	101	96	108	96	104	135	215	1,374
GAF, total <sup>3</sup>	230	236	296	272	275	257	250	290	259	275	342	540	3,522
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,236</b>	<b>2,186</b>	<b>2,544</b>	<b>2,554</b>	<b>2,790</b>	<b>2,837</b>	<b>2,685</b>	<b>2,765</b>	<b>2,714</b>	<b>2,721</b>	<b>2,846</b>	<b>3,628</b>	<b>32,506</b>
Nondurable goods, total	1,422	1,364	1,594	1,568	1,664	1,678	1,601	1,658	1,686	1,727	1,841	2,386	20,189
Dept. stores (excl. leased depts.)	144	147	177	197	206	196	176	196	204	211	261	418	2,533
Dept. stores (incl. leased depts.) <sup>2</sup>	149	152	182	202	212	201	181	201	209	215	267	428	2,599
GAF, total <sup>3</sup>	577	574	683	691	764	763	693	767	787	785	947	1,536	9,567

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 11. **Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:**  
**January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b> .....	<b>1,492</b>	<b>1,502</b>	<b>1,698</b>	<b>1,631</b>	<b>1,699</b>	<b>1,707</b>	<b>1,648</b>	<b>1,741</b>	<b>1,681</b>	<b>1,718</b>	<b>1,812</b>	<b>2,275</b>	<b>20,604</b>
Nondurable goods, total .....	935	988	1,135	1,096	1,108	1,114	1,096	1,168	1,124	1,195	1,277	1,602	13,838
Dept. stores (excl. leased depts.) .....	108	125	171	170	173	168	151	180	172	190	229	348	2,185
Dept. stores (incl. leased depts.) <sup>2</sup> .....	114	131	176	175	179	172	157	185	178	196	237	359	2,259
GAF, total <sup>3</sup> .....	348	403	493	468	490	484	451	513	482	517	617	971	6,237
<b>Baltimore, MD MSA, total</b> .....	<b>1,208</b>	<b>1,276</b>	<b>1,487</b>	<b>1,434</b>	<b>1,497</b>	<b>1,528</b>	<b>1,429</b>	<b>1,506</b>	<b>1,426</b>	<b>1,461</b>	<b>1,561</b>	<b>1,917</b>	<b>17,730</b>
Nondurable goods, total .....	669	659	765	738	770	769	759	785	787	827	873	1,150	9,551
Dept. stores (excl. leased depts.) .....	77	84	111	106	114	112	99	109	115	123	159	256	1,465
Dept. stores (incl. leased depts.) <sup>2</sup> .....	80	86	114	110	118	115	102	112	119	127	164	263	1,510
GAF, total <sup>3</sup> .....	268	273	338	323	342	333	312	345	344	359	421	704	4,362
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> .....	<b>2,068</b>	<b>2,096</b>	<b>2,359</b>	<b>2,316</b>	<b>2,470</b>	<b>2,492</b>	<b>2,278</b>	<b>2,363</b>	<b>2,449</b>	<b>2,387</b>	<b>2,491</b>	<b>3,064</b>	<b>28,833</b>
Nondurable goods, total .....	1,428	1,413	1,592	1,563	1,661	1,631	1,528	1,584	1,649	1,665	1,765	2,176	19,655
Dept. stores (excl. leased depts.) .....	120	129	165	171	181	178	148	166	176	187	227	373	2,221
Dept. stores (incl. leased depts.) <sup>2</sup> .....	127	137	175	181	190	186	155	174	186	197	238	392	2,338
GAF, total <sup>3</sup> .....	510	497	586	588	632	631	552	623	698	682	781	1,251	8,031
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> .....	<b>4,288</b>	<b>4,265</b>	<b>4,986</b>	<b>4,856</b>	<b>5,118</b>	<b>5,258</b>	<b>4,884</b>	<b>5,062</b>	<b>4,863</b>	<b>4,979</b>	<b>5,200</b>	<b>6,190</b>	<b>59,949</b>
Nondurable goods, total .....	2,585	2,531	2,865	2,857	2,990	2,945	2,863	2,992	2,977	3,142	3,288	4,058	36,093
Dept. stores (excl. leased depts.) .....	277	285	369	362	401	392	351	399	389	451	514	825	5,015
Dept. stores (incl. leased depts.) <sup>2</sup> .....	290	298	385	378	419	410	367	417	407	471	536	862	5,240
GAF, total <sup>3</sup> .....	924	929	1,158	1,151	1,225	1,224	1,101	1,230	1,179	1,306	1,493	2,312	15,232
<b>Chicago, IL PMSA, total</b> .....	<b>3,355</b>	<b>3,331</b>	<b>3,932</b>	<b>3,810</b>	<b>4,054</b>	<b>4,113</b>	<b>3,792</b>	<b>3,942</b>	<b>3,762</b>	<b>3,908</b>	<b>4,114</b>	<b>4,912</b>	<b>47,025</b>
Nondurable goods, total .....	2,049	2,011	2,290	2,255	2,361	2,330	2,228	2,347	2,322	2,493	2,618	3,237	28,541
Dept. stores (excl. leased depts.) .....	212	222	286	278	309	301	269	306	301	353	397	641	3,875
Dept. stores (incl. leased depts.) <sup>2</sup> .....	222	232	297	288	323	316	282	321	317	369	415	671	4,053
GAF, total <sup>3</sup> .....	744	747	926	919	977	970	870	966	923	1,026	1,163	1,828	12,059
<b>Chicago, IL City, total</b> .....	<b>1,094</b>	<b>1,104</b>	<b>1,251</b>	<b>1,234</b>	<b>1,324</b>	<b>1,312</b>	<b>1,261</b>	<b>1,328</b>	<b>1,251</b>	<b>1,349</b>	<b>1,422</b>	<b>1,611</b>	<b>15,541</b>
Nondurable goods, total .....	833	853	952	944	985	954	881	950	945	1,031	1,086	1,247	11,661
Dept. stores (excl. leased depts.) .....	70	74	94	91	99	99	88	97	98	123	132	207	1,272
Dept. stores (incl. leased depts.) <sup>2</sup> .....	76	80	100	96	106	106	94	104	104	131	141	220	1,358
GAF, total <sup>3</sup> .....	248	243	305	308	329	322	283	300	298	331	354	542	3,863
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> .....	<b>744</b>	<b>798</b>	<b>899</b>	<b>903</b>	<b>938</b>	<b>978</b>	<b>926</b>	<b>995</b>	<b>958</b>	<b>987</b>	<b>1,001</b>	<b>1,303</b>	<b>11,430</b>
Nondurable goods, total .....	516	527	556	561	579	564	574	623	596	637	652	829	7,214
Dept. stores (excl. leased depts.) .....	76	80	107	104	110	101	96	107	108	123	142	215	1,369
Dept. stores (incl. leased depts.) <sup>2</sup> .....	80	82	111	108	114	104	99	111	111	127	146	223	1,416
GAF, total <sup>3</sup> .....	201	209	264	254	263	253	238	272	267	284	330	532	3,367
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> .....	<b>1,416</b>	<b>1,442</b>	<b>1,730</b>	<b>1,721</b>	<b>1,775</b>	<b>1,787</b>	<b>1,654</b>	<b>1,698</b>	<b>1,653</b>	<b>1,692</b>	<b>1,770</b>	<b>2,146</b>	<b>20,484</b>
Nondurable goods, total .....	822	810	887	913	970	928	935	986	937	1,008	1,049	1,301	11,546
Dept. stores (excl. leased depts.) .....	99	97	130	132	144	140	130	154	140	164	180	281	1,791
Dept. stores (incl. leased depts.) <sup>2</sup> .....	106	104	139	142	153	150	138	161	150	174	192	299	1,908
GAF, total <sup>3</sup> .....	307	297	367	368	383	377	350	402	375	421	479	762	4,888
<b>Cleveland, OH PMSA, total</b> .....	<b>926</b>	<b>934</b>	<b>1,117</b>	<b>1,117</b>	<b>1,150</b>	<b>1,162</b>	<b>1,056</b>	<b>1,070</b>	<b>1,041</b>	<b>1,084</b>	<b>1,117</b>	<b>1,334</b>	<b>13,108</b>
Dept. stores (excl. leased depts.) .....	67	66	88	91	99	96	88	104	96	113	121	192	1,221
Dept. stores (incl. leased depts.) <sup>2</sup> .....	73	70	95	98	105	104	94	110	103	121	131	207	1,311
GAF, total <sup>3</sup> .....	220	214	256	260	272	268	246	282	262	294	334	527	3,435
<b>Dallas-Fort Worth, TX CMSA, total</b> .....	<b>2,053</b>	<b>2,076</b>	<b>2,376</b>	<b>2,430</b>	<b>2,483</b>	<b>2,393</b>	<b>2,403</b>	<b>2,545</b>	<b>2,330</b>	<b>2,426</b>	<b>2,378</b>	<b>3,049</b>	<b>28,942</b>
Nondurable goods, total .....	1,324	1,315	1,513	1,537	1,520	1,438	1,456	1,560	1,504	1,578	1,602	2,082	18,429
Dept. stores (excl. leased depts.) .....	157	164	215	206	221	209	216	245	218	237	285	484	2,857
Dept. stores (incl. leased depts.) <sup>2</sup> .....	162	169	220	211	226	214	220	250	222	242	290	493	2,919
GAF, total <sup>3</sup> .....	499	499	620	607	626	609	598	678	617	639	775	1,289	8,056
<b>Denver-Boulder, CO CMSA, total</b> .....	<b>913</b>	<b>904</b>	<b>1,030</b>	<b>1,053</b>	<b>1,070</b>	<b>1,121</b>	<b>1,093</b>	<b>1,102</b>	<b>1,050</b>	<b>1,092</b>	<b>1,134</b>	<b>1,524</b>	<b>13,086</b>
Nondurable goods, total .....	529	515	573	578	599	600	607	637	610	634	644	837	7,363
Dept. stores (excl. leased depts.) .....	72	71	90	94	101	98	92	103	95	102	125	201	1,244
Dept. stores (incl. leased depts.) <sup>2</sup> .....	73	72	91	96	103	100	94	105	97	104	128	205	1,268
GAF, total <sup>3</sup> .....	221	222	265	270	277	284	291	316	305	320	374	609	3,754
<b>Detroit-Ann Arbor, MI CMSA, total</b> .....	<b>2,214</b>	<b>2,253</b>	<b>2,641</b>	<b>2,727</b>	<b>2,849</b>	<b>2,805</b>	<b>2,594</b>	<b>2,714</b>	<b>2,604</b>	<b>2,745</b>	<b>2,917</b>	<b>3,638</b>	<b>32,701</b>
Nondurable goods, total .....	1,393	1,337	1,552	1,554	1,620	1,606	1,584	1,673	1,641	1,726	1,737	2,208	19,631
Dept. stores (excl. leased depts.) .....	216	206	278	278	301	301	268	299	291	331	379	572	3,720
Dept. stores (incl. leased depts.) <sup>2</sup> .....	223	213	287	286	310	309	276	307	299	342	390	587	3,829
GAF, total <sup>3</sup> .....	593	568	740	741	765	770	710	778	772	838	994	1,578	9,847
<b>Detroit, MI PMSA, total</b> .....	<b>2,039</b>	<b>2,076</b>	<b>2,414</b>	<b>2,504</b>	<b>2,624</b>	<b>2,569</b>	<b>2,381</b>	<b>2,492</b>	<b>2,370</b>	<b>2,516</b>	<b>2,676</b>	<b>3,325</b>	<b>29,986</b>
Nondurable goods, total .....	1,304	1,253	1,443	1,444	1,510	1,493	1,465	1,550	1,520	1,598	1,613	2,052	18,245
Dept. stores (excl. leased depts.) .....	199	191	258	257	280	280	248	276	268	307	352	530	3,446
Dept. stores (incl. leased depts.) <sup>2</sup> .....	206	198	267	266	288	288	256	284	276	317	363	548	3,557
GAF, total <sup>3</sup> .....	546	527	683	681	707	710	652	717	702	769	910	1,451	9,055
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> .....	<b>1,851</b>	<b>1,872</b>	<b>2,143</b>	<b>2,110</b>	<b>2,147</b>	<b>2,205</b>	<b>2,127</b>	<b>2,259</b>	<b>2,110</b>	<b>2,147</b>	<b>2,220</b>	<b>2,835</b>	<b>26,026</b>
Nondurable goods, total .....	1,224	1,212	1,350	1,315	1,362	1,377	1,360	1,453	1,341	1,322	1,439	1,941	16,696
Dept. stores (excl. leased depts.) .....	146	154	198	186	200	194	191	216	186	197	237	411	2,516
Dept. stores (incl. leased depts.) <sup>2</sup> .....	151	159	204	192	206	199	197	221	192	204	245	423	2,593
GAF, total <sup>3</sup> .....	492	490	594	557	597	558	532	598	539	566	684	1,194	7,401

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,678	1,711	1,947	1,910	1,955	1,981	1,922	2,057	1,906	1,948	2,016	2,574	23,605
Nondurable goods, total	1,109	1,110	1,222	1,182	1,236	1,222	1,222	1,316	1,202	1,190	1,298	1,752	15,061
Dept. stores (excl. leased depts.)	127	134	173	162	173	169	166	187	164	173	207	361	2,196
Dept. stores (incl. leased depts.) <sup>2</sup>	132	138	177	167	177	172	172	193	169	178	213	372	2,260
GAF, total <sup>3</sup>	457	456	548	514	549	515	486	551	495	520	631	1,106	6,828
<b>Kansas City, MO-KS MSA, total</b>	811	773	893	956	972	972	1,012	1,024	951	973	998	1,164	11,499
Dept. stores (excl. leased depts.)	73	71	97	97	108	99	94	106	94	103	132	203	1,277
Dept. stores (incl. leased depts.) <sup>2</sup>	74	71	98	98	109	99	95	106	95	104	134	205	1,288
GAF, total <sup>3</sup>	184	175	217	215	243	234	248	261	228	251	298	457	3,011
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	7,587	7,562	8,526	8,492	8,818	8,692	8,606	8,972	8,783	9,108	9,334	11,295	105,775
Nondurable goods, total	4,421	4,287	4,840	4,809	4,857	4,886	4,938	5,035	4,975	5,153	5,372	6,873	60,446
Dept. stores (excl. leased depts.)	503	511	611	606	634	641	611	647	646	653	838	1,407	8,308
Dept. stores (incl. leased depts.) <sup>2</sup>	520	527	632	625	652	660	630	666	666	675	860	1,445	8,558
GAF, total <sup>3</sup>	1,840	1,823	2,122	2,082	2,191	2,251	2,157	2,330	2,267	2,322	2,794	4,498	28,677
<b>Anaheim-Santa Ana, CA PMSA, total</b>	1,684	1,682	1,833	1,873	1,943	1,961	1,917	2,037	1,923	2,017	2,145	2,573	23,588
Dept. stores (excl. leased depts.)	105	105	126	124	130	133	127	135	133	135	175	298	1,726
Dept. stores (incl. leased depts.) <sup>2</sup>	107	107	129	126	132	135	130	138	136	138	179	304	1,761
GAF, total <sup>3</sup>	394	391	462	459	488	496	487	550	487	499	641	1,021	6,375
<b>Los Angeles-Long Beach, CA PMSA, total</b>	4,430	4,388	4,941	4,923	5,112	5,015	5,016	5,281	5,178	5,317	5,411	6,537	61,549
Nondurable goods, total	2,754	2,668	2,964	2,955	2,994	2,993	3,026	3,126	3,082	3,185	3,266	4,086	37,099
Dept. stores (excl. leased depts.)	289	294	349	348	365	368	351	370	373	374	474	793	4,748
Dept. stores (incl. leased depts.) <sup>2</sup>	301	305	363	361	378	382	363	383	387	388	490	818	4,919
GAF, total <sup>3</sup>	1,104	1,107	1,271	1,281	1,317	1,359	1,299	1,397	1,367	1,396	1,632	2,591	17,121
<b>Los Angeles, CA City, total</b>	1,675	1,592	1,780	1,790	1,842	1,817	1,795	1,902	1,925	1,972	1,930	2,332	22,352
Nondurable goods, total	1,049	985	1,096	1,118	1,119	1,112	1,111	1,127	1,132	1,156	1,161	1,415	13,581
Dept. stores (excl. leased depts.)	94	94	110	115	119	117	111	116	118	118	149	238	1,499
Dept. stores (incl. leased depts.) <sup>2</sup>	98	98	114	120	123	122	116	122	123	123	154	248	1,561
GAF, total <sup>3</sup>	377	366	419	411	437	452	416	455	446	451	543	820	5,593
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	1,839	1,931	2,101	1,942	1,954	2,012	1,982	1,974	1,935	1,916	2,002	2,636	24,224
Nondurable goods, total	1,072	1,061	1,156	1,111	1,099	1,092	1,146	1,170	1,098	1,095	1,161	1,527	13,788
Dept. stores (excl. leased depts.)	125	129	155	151	153	147	138	153	142	147	185	306	1,931
Dept. stores (incl. leased depts.) <sup>2</sup>	130	135	162	157	159	152	143	158	147	153	191	316	2,003
GAF, total <sup>3</sup>	445	459	526	510	515	500	471	512	477	503	597	965	6,480
<b>Miami-Hialeah, FL PMSA, total</b>	998	1,014	1,136	1,067	1,091	1,061	1,030	1,049	1,013	1,000	1,058	1,388	12,905
Nondurable goods, total	643	631	679	659	663	621	618	637	619	623	663	885	7,941
Dept. stores (excl. leased depts.)	76	80	96	94	98	95	88	99	89	89	114	189	1,207
Dept. stores (incl. leased depts.) <sup>2</sup>	79	83	99	98	101	98	91	102	92	93	118	196	1,250
GAF, total <sup>3</sup>	268	282	323	314	331	319	301	327	300	318	378	605	4,066
<b>Milwaukee-Racine, WI CMSA, total</b>	751	784	902	923	964	974	920	964	912	973	996	1,201	11,264
Dept. stores (excl. leased depts.)	59	60	80	80	83	82	76	86	85	89	112	175	1,067
Dept. stores (incl. leased depts.) <sup>2</sup>	61	61	82	82	84	84	77	88	88	91	115	180	1,093
GAF, total <sup>3</sup>	171	168	211	215	221	219	204	229	218	239	291	434	2,820
<b>Milwaukee, WI PMSA, total</b>	636	646	746	769	792	788	765	790	747	811	820	1,005	9,315
Dept. stores (excl. leased depts.)	50	50	70	69	71	71	64	74	73	76	96	148	912
Dept. stores (incl. leased depts.) <sup>2</sup>	53	53	72	72	73	73	66	76	76	79	99	154	946
GAF, total <sup>3</sup>	149	148	187	188	194	193	176	202	190	206	251	380	2,464
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,133	1,163	1,377	1,408	1,521	1,547	1,428	1,564	1,509	1,554	1,543	1,872	17,619
Dept. stores (excl. leased depts.)	119	122	156	154	167	164	144	168	165	187	207	309	2,062
Dept. stores (incl. leased depts.) <sup>2</sup>	123	127	161	159	172	169	149	174	170	193	213	319	2,129
GAF, total <sup>3</sup>	308	310	372	387	407	397	371	421	414	429	477	706	4,999
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	9,555	9,770	10,770	10,638	10,999	11,387	10,771	11,159	11,154	11,272	11,655	14,473	133,603
Nondurable goods, total	6,318	6,160	6,763	6,615	6,795	6,833	6,624	6,829	6,820	7,108	7,371	9,184	83,420
Dept. stores (excl. leased depts.)	507	578	700	730	811	819	651	758	805	850	1,007	1,676	9,892
Dept. stores (incl. leased depts.) <sup>2</sup>	542	602	726	756	838	846	676	783	832	876	1,037	1,731	10,245
GAF, total <sup>3</sup>	2,209	2,268	2,604	2,705	2,893	2,966	2,583	2,856	2,970	3,127	3,549	5,494	36,224
<b>Nassau-Suffolk, NY PMSA, total</b>	2,036	1,954	2,048	2,088	2,193	2,221	2,171	2,222	2,096	2,158	2,316	2,704	26,207
Nondurable goods, total	1,284	1,167	1,187	1,186	1,223	1,219	1,196	1,205	1,225	1,261	1,346	1,700	15,199
Dept. stores (excl. leased depts.)	87	101	120	128	142	145	116	135	142	148	182	303	1,749
Dept. stores (incl. leased depts.) <sup>2</sup>	96	110	130	139	154	158	127	145	154	158	193	326	1,890
<b>New York, NY PMSA, total</b>	3,535	3,882	4,090	4,089	4,151	4,320	4,011	4,288	4,490	4,398	4,424	5,625	51,303
Nondurable goods, total	2,303	2,400	2,550	2,481	2,581	2,611	2,445	2,587	2,629	2,738	2,745	3,466	31,536
Dept. stores (excl. leased depts.)	200	231	270	276	311	307	239	282	310	329	362	602	3,719
Dept. stores (incl. leased depts.) <sup>2</sup>	216	239	279	285	321	316	246	290	318	339	373	619	3,841
GAF, total <sup>3</sup>	943	970	1,082	1,149	1,234	1,255	1,088	1,196	1,290	1,367	1,449	2,265	15,288
<b>Newark, NJ PMSA, total</b>	987	975	1,077	1,075	1,107	1,152	1,031	1,060	1,013	1,049	1,104	1,396	13,026
Dept. stores (excl. leased depts.)	47	50	62	65	70	71	57	67	68	74	89	154	874
Dept. stores (incl. leased depts.) <sup>2</sup>	49	52	63	66	71	73	59	69	69	76	91	158	896
<b>New York, NY City, total</b>	3,071	3,422	3,482	3,486	3,524	3,614	3,421	3,722	3,846	3,702	3,758	4,700	43,748
Nondurable goods, total	1,930	2,027	2,140	2,088	2,158	2,178	2,040	2,157	2,190	2,283	2,321	2,825	26,337
Dept. stores (excl. leased depts.)	156	180	210	215	241	233	179	215	241	258	276	454	2,858
Dept. stores (incl. leased depts.) <sup>2</sup>	172	187	216	220	247	238	184	220	246	263	282	466	2,941
GAF, total <sup>3</sup>	793	816	901	968	1,039	1,048	911	999	1,079	1,139	1,178	1,831	12,702

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1988												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b> . . . . .	3,356	3,390	3,950	3,742	3,868	3,973	3,746	3,795	3,798	3,846	3,956	5,001	46,421
Nondurable goods, total . . . . .	1,892	1,847	2,106	1,991	2,106	2,118	2,084	2,130	2,177	2,267	2,401	3,167	26,286
Dept. stores (excl. leased depts.) . . . . .	215	226	297	300	331	324	264	302	316	349	447	708	4,079
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	222	233	305	309	340	333	271	310	326	360	457	721	4,187
GAF, total <sup>3</sup> . . . . .	671	675	830	816	864	862	807	850	885	939	1,127	1,856	11,182
<b>Philadelphia, PA-NJ PMSA, total</b> . . . . .	2,636	2,642	3,060	2,952	3,018	3,116	2,924	2,982	3,005	3,017	3,101	3,989	36,442
Nondurable goods, total . . . . .	1,500	1,455	1,664	1,556	1,644	1,655	1,577	1,654	1,707	1,777	1,863	2,502	20,554
Dept. stores (excl. leased depts.) . . . . .	173	182	239	242	268	262	212	240	256	281	359	570	3,284
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	180	188	246	249	275	269	217	246	263	289	368	581	3,371
GAF, total <sup>3</sup> . . . . .	537	540	660	648	687	689	619	674	694	745	894	1,484	8,871
<b>Philadelphia, PA City, total</b> . . . . .	524	544	598	607	638	648	623	694	656	680	739	936	7,887
Dept. stores (excl. leased depts.) . . . . .	30	30	39	39	45	42	33	36	41	43	54	84	516
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	31	31	40	40	45	43	34	37	42	44	55	84	526
<b>Phoenix, AZ MSA, total</b> . . . . .	1,056	1,072	1,238	1,171	1,155	1,106	1,046	1,095	1,142	1,156	1,246	1,557	14,040
Dept. stores (excl. leased depts.) . . . . .	73	78	97	91	95	86	79	88	82	89	117	201	1,176
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	74	80	100	94	96	88	81	90	84	91	120	206	1,204
GAF, total <sup>3</sup> . . . . .	233	242	291	279	283	269	244	280	286	303	376	633	3,719
<b>Pittsburgh-Baavay Valley, PA CMSA, total</b> . . . . .	985	1,045	1,162	1,164	1,223	1,203	1,129	1,235	1,151	1,215	1,259	1,535	14,306
Nondurable goods, total . . . . .	636	638	726	708	767	733	708	766	735	772	859	1,068	9,116
Dept. stores (excl. leased depts.) . . . . .	107	93	125	127	132	127	116	134	125	141	190	273	1,690
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	114	97	132	133	138	133	121	140	130	147	198	285	1,768
GAF, total <sup>3</sup> . . . . .	265	247	298	292	302	299	277	318	300	322	403	647	3,970
<b>Pittsburgh, PA PMSA, total</b> . . . . .	938	1,018	1,123	1,128	1,187	1,164	1,092	1,195	1,101	1,175	1,212	1,476	13,809
Nondurable goods, total . . . . .	594	614	692	678	734	701	681	730	695	740	817	1,022	8,698
Dept. stores (excl. leased depts.) . . . . .	79	85	115	117	121	116	106	123	114	129	175	251	1,531
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	85	89	121	122	127	121	111	128	120	135	182	262	1,603
GAF, total <sup>3</sup> . . . . .	229	230	272	268	277	272	256	293	274	297	372	599	3,639
<b>St. Louis, MO-IL MSA, total</b> . . . . .	1,183	1,133	1,356	1,408	1,424	1,393	1,404	1,432	1,411	1,532	1,494	1,841	17,011
Dept. stores (excl. leased depts.) . . . . .	116	117	155	153	166	157	148	159	156	175	218	333	2,053
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	117	119	158	156	169	159	150	162	159	178	220	336	2,083
GAF, total <sup>3</sup> . . . . .	281	284	374	378	394	387	368	404	389	423	519	802	5,003
<b>San Diego, CA MSA, total</b> . . . . .	1,267	1,264	1,431	1,405	1,415	1,416	1,453	1,522	1,410	1,453	1,488	1,894	17,418
Nondurable goods, total . . . . .	692	675	776	791	802	813	860	872	841	877	910	1,210	10,119
Dept. stores (excl. leased depts.) . . . . .	92	92	110	108	112	113	113	120	118	118	150	248	1,494
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	94	95	113	111	116	116	116	123	122	122	154	254	1,536
GAF, total <sup>3</sup> . . . . .	335	341	403	387	410	423	419	448	417	428	518	838	5,367
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b> . . . . .	3,201	3,140	3,503	3,513	3,586	3,599	3,652	3,717	3,542	3,785	4,146	5,325	44,713
Nondurable goods, total . . . . .	2,189	2,131	2,354	2,331	2,384	2,394	2,442	2,536	2,455	2,578	2,623	3,424	29,841
Dept. stores (excl. leased depts.) . . . . .	233	241	289	284	303	297	276	326	304	317	400	660	3,930
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	239	246	298	291	310	304	283	334	312	325	410	673	4,025
GAF, total <sup>3</sup> . . . . .	865	861	997	983	1,030	1,052	986	1,130	1,072	1,134	1,358	2,182	13,650
<b>Oakland, CA PMSA, total</b> . . . . .	1,027	1,023	1,158	1,149	1,170	1,204	1,223	1,276	1,226	1,309	1,531	1,854	15,150
Dept. stores (excl. leased depts.) . . . . .	72	75	91	88	94	94	87	103	92	96	125	210	1,227
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	74	77	93	90	96	96	89	105	95	99	128	215	1,257
<b>San Francisco, CA PMSA, total</b> . . . . .	907	883	964	990	1,006	987	1,039	1,007	987	1,090	1,107	1,396	12,363
Nondurable goods, total . . . . .	696	679	722	722	740	742	777	797	776	839	846	1,046	9,382
Dept. stores (excl. leased depts.) . . . . .	68	70	82	81	86	85	77	93	88	92	111	178	1,111
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	70	71	86	83	88	87	79	95	91	94	113	182	1,139
GAF, total <sup>3</sup> . . . . .	267	269	318	315	323	334	320	349	340	380	425	642	4,282
<b>Seattle-Tacoma, WA CMSA, total</b> . . . . .	1,214	1,243	1,397	1,331	1,400	1,388	1,432	1,554	1,373	1,366	1,479	1,971	17,148
Dept. stores (excl. leased depts.) . . . . .	86	86	106	110	113	112	109	130	120	123	148	238	1,481
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	89	90	111	114	116	115	112	133	123	127	151	244	1,525
GAF, total <sup>3</sup> . . . . .	374	417	457	425	442	455	510	580	466	467	562	945	6,100
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b> . . . . .	1,533	1,566	1,724	1,607	1,636	1,617	1,597	1,676	1,770	1,796	1,870	2,152	20,544
Nondurable goods, total . . . . .	1,015	1,073	1,190	1,091	1,130	1,091	1,106	1,146	1,135	1,241	1,327	1,541	14,086
Dept. stores (excl. leased depts.) . . . . .	85	86	109	107	102	98	92	101	91	103	130	214	1,318
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	89	90	114	112	106	102	96	105	95	108	135	222	1,374
GAF, total <sup>3</sup> . . . . .	230	229	281	278	263	246	240	260	234	259	312	506	3,338
<b>Washington, DC-MD-VA MSA, total</b> . . . . .	2,307	2,296	2,609	2,538	2,673	2,675	2,537	2,553	2,539	2,532	2,621	3,344	31,224
Nondurable goods, total . . . . .	1,450	1,378	1,530	1,503	1,579	1,581	1,533	1,556	1,577	1,630	1,671	2,134	19,122
Dept. stores (excl. leased depts.) . . . . .	144	154	191	192	211	202	181	197	217	229	265	431	2,614
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	150	160	198	198	217	208	186	203	223	236	272	444	2,695
GAF, total <sup>3</sup> . . . . .	538	544	648	633	681	692	631	700	726	736	858	1,401	8,788

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities:  
January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
<b>Atlanta, GA MSA, total</b> . . . . .	1,366	1,367	1,577	1,658	1,684	1,631	1,663	1,714	1,652	1,701	1,679	2,137	19,829
Nondurable goods, total . . . . .	935	919	1,051	1,095	1,115	1,067	1,124	1,167	1,088	1,166	1,181	1,508	13,416
Dept. stores (excl. leased depts.) . . . . .	115	119	165	170	176	161	151	181	165	182	213	344	2,142
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	121	125	172	178	184	169	157	188	171	191	221	360	2,237
GAF, total <sup>3</sup> . . . . .	335	345	416	446	462	432	420	485	447	490	559	912	5,749
<b>Baltimore, MD MSA, total</b> . . . . .	1,199	1,215	1,357	1,406	1,427	1,430	1,409	1,401	1,338	1,436	1,378	1,767	16,763
Nondurable goods, total . . . . .	644	624	683	717	750	711	705	726	694	768	781	1,036	8,839
Dapt. stores (excl. leased depts.) . . . . .	70	80	102	114	116	107	97	111	111	122	150	240	1,420
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	73	83	105	117	120	110	100	114	114	126	154	247	1,463
GAF, total <sup>3</sup> . . . . .	256	246	296	332	332	313	298	329	324	349	392	673	4,140
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b> . . . . .	1,883	1,928	2,083	2,134	2,341	2,359	2,209	2,279	2,365	2,331	2,391	2,911	27,214
Nondurable goods, total . . . . .	1,341	1,340	1,413	1,464	1,586	1,521	1,403	1,494	1,498	1,553	1,653	2,014	18,280
Dept. stores (excl. leased depts.) . . . . .	113	133	157	171	192	175	157	179	182	198	237	363	2,257
Dapt. stores (incl. leased depts.) <sup>2</sup> . . . . .	119	139	165	179	200	182	164	187	191	207	249	381	2,363
GAF, total <sup>3</sup> . . . . .	475	493	540	573	627	607	559	622	690	661	725	1,142	7,714
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b> . . . . .	3,842	3,950	4,546	4,726	4,894	5,135	4,888	4,871	4,737	4,889	4,859	5,972	57,309
Nondurable goods, total . . . . .	2,479	2,439	2,777	2,880	3,001	3,000	2,863	2,875	2,859	3,100	3,114	3,886	35,273
Dept. stores (excl. leased depts.) . . . . .	264	286	351	368	411	378	351	410	381	429	481	770	4,880
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	278	299	368	384	429	397	368	426	398	448	498	800	5,093
GAF, total <sup>3</sup> . . . . .	831	854	1,019	1,060	1,147	1,102	1,057	1,140	1,092	1,201	1,326	2,083	13,912
<b>Chicago, IL PMSA, total</b> . . . . .	3,056	3,158	3,633	3,764	3,860	3,943	3,809	3,767	3,686	3,832	3,841	4,708	45,057
Nondurable goods, total . . . . .	1,993	1,968	2,261	2,329	2,410	2,356	2,290	2,270	2,294	2,490	2,488	3,112	28,261
Dept. stores (excl. leased depts.) . . . . .	201	221	269	280	314	288	268	314	295	333	369	596	3,748
Dapt. stores (incl. leased depts.) <sup>2</sup> . . . . .	213	232	282	293	327	302	281	327	309	348	384	619	3,917
GAF, total <sup>3</sup> . . . . .	663	679	810	847	917	878	845	906	878	976	1,056	1,667	11,122
<b>Chicago, IL City, total</b> . . . . .	1,114	1,150	1,312	1,339	1,410	1,389	1,317	1,270	1,218	1,287	1,332	1,588	15,726
Nondurable goods, total . . . . .	893	903	1,032	1,046	1,111	1,065	1,003	969	954	1,027	1,066	1,274	12,343
Dept. stores (excl. leased depts.) . . . . .	65	72	89	90	99	92	86	102	98	112	124	193	1,222
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	71	78	95	96	106	98	93	110	105	120	131	206	1,309
GAF, total <sup>3</sup> . . . . .	218	220	268	286	306	288	277	294	282	313	323	511	3,586
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b> . . . . .	823	840	963	971	1,028	1,047	1,054	1,147	889	928	940	1,175	11,805
Nondurable goods, total . . . . .	506	483	540	564	594	559	579	609	563	605	622	777	7,001
Dept. stores (excl. leased depts.) . . . . .	73	76	103	105	112	98	97	113	106	121	136	214	1,354
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	79	106	109	116	102	100	116	109	125	140	229	1,407
GAF, total <sup>3</sup> . . . . .	199	196	240	242	250	233	231	258	242	267	297	493	3,148
<b>Cleveland-Akron-Lorain, OH CMSA, total</b> . . . . .	1,290	1,310	1,465	1,613	1,663	1,661	1,645	1,634	1,566	1,596	1,577	1,956	18,976
Nondurable goods, total . . . . .	832	814	851	925	956	898	901	921	841	949	939	1,225	11,052
Dept. stores (excl. leased depts.) . . . . .	95	97	120	142	150	137	132	156	143	154	175	292	1,793
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	101	103	127	151	159	145	140	164	151	163	186	310	1,900
GAF, total <sup>3</sup> . . . . .	260	260	306	346	358	337	327	372	352	385	439	741	4,483
<b>Cleveland, OH PMSA, total</b> . . . . .	872	895	998	1,122	1,114	1,077	1,100	1,089	1,028	1,071	1,019	1,271	12,656
Dept. stores (excl. leased depts.) . . . . .	64	66	82	98	103	94	90	106	98	106	117	198	1,222
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	70	71	87	105	110	100	96	112	105	113	126	212	1,307
GAF, total <sup>3</sup> . . . . .	188	188	216	249	255	241	232	262	251	277	314	532	3,205
<b>Dallas-Fort Worth, TX CMSA, total</b> . . . . .	2,136	2,084	2,297	2,378	2,413	2,387	2,502	2,555	2,275	2,451	2,379	3,033	28,890
Nondurable goods, total . . . . .	1,426	1,358	1,470	1,500	1,553	1,493	1,573	1,631	1,496	1,580	1,546	1,981	18,607
Dept. stores (excl. leased depts.) . . . . .	162	168	212	214	230	202	202	228	199	218	253	437	2,725
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	168	174	218	221	236	212	206	233	204	223	258	448	2,801
GAF, total <sup>3</sup> . . . . .	559	552	623	629	671	615	609	681	619	647	737	1,247	8,189
<b>Danvar-Boulder, CO CMSA, total</b> . . . . .	919	926	1,043	1,081	1,106	1,098	1,148	1,170	1,052	1,067	1,023	1,326	12,959
Nondurable goods, total . . . . .	563	530	585	589	591	562	617	670	582	618	601	748	7,256
Dept. stores (excl. leased depts.) . . . . .	74	77	90	101	105	95	92	103	90	102	114	184	1,227
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	80	93	104	108	97	93	105	92	105	116	188	1,257
GAF, total <sup>3</sup> . . . . .	233	227	263	269	271	264	277	302	254	287	306	474	3,427
<b>Detroit-Ann Arbor, MI CMSA, total</b> . . . . .	2,092	2,212	2,503	2,645	2,683	2,626	2,585	2,624	2,478	2,593	2,625	3,338	31,004
Nondurable goods, total . . . . .	1,292	1,228	1,389	1,460	1,517	1,477	1,521	1,533	1,483	1,571	1,555	2,018	18,044
Dept. stores (excl. leased depts.) . . . . .	210	203	250	265	288	276	251	275	266	316	345	520	3,465
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	217	211	259	274	295	282	258	281	273	324	354	535	3,563
GAF, total <sup>3</sup> . . . . .	593	563	667	723	750	710	669	703	696	779	879	1,413	9,145
<b>Detroit, MI PMSA, total</b> . . . . .	1,907	2,013	2,269	2,409	2,456	2,382	2,364	2,394	2,254	2,371	2,398	3,046	28,263
Nondurable goods, total . . . . .	1,209	1,145	1,298	1,356	1,413	1,379	1,427	1,433	1,388	1,465	1,443	1,879	16,835
Dept. stores (excl. leased depts.) . . . . .	194	188	232	246	265	254	232	254	245	293	321	483	3,207
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	201	195	240	254	273	262	238	260	252	301	331	499	3,306
GAF, total <sup>3</sup> . . . . .	547	517	615	668	690	659	616	649	636	719	811	1,307	8,434
<b>Houston-Galveston-Brazoria, TX CMSA, total</b> . . . . .	1,983	1,882	2,114	2,152	2,259	2,272	2,373	2,442	2,183	2,152	2,108	2,723	26,643
Nondurable goods, total . . . . .	1,269	1,234	1,334	1,362	1,406	1,369	1,426	1,480	1,361	1,394	1,418	1,875	16,928
Dept. stores (excl. leased depts.) . . . . .	146	152	179	188	197	181	183	209	175	192	214	377	2,393
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	152	157	185	195	203	189	187	215	181	199	222	389	2,474
GAF, total <sup>3</sup> . . . . .	512	505	548	560	580	573	588	644	558	588	646	1,166	7,468

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Gelveston-Breazorle, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,788	1,709	1,909	1,940	2,052	2,046	2,144	2,214	1,965	1,947	1,928	2,484	24,126
Nondurable goods, total	1,146	1,120	1,201	1,221	1,271	1,223	1,285	1,340	1,215	1,254	1,294	1,705	15,275
Dept. stores (excl. leased depts.)	128	132	156	165	172	156	158	180	151	168	187	330	2,083
Dept. stores (incl. leased depts.) <sup>2</sup>	133	137	161	171	176	163	163	185	157	173	193	341	2,153
GAF, total <sup>3</sup>	479	467	505	520	538	529	540	589	515	542	601	1,088	6,913
<b>Kansas City, MO-KS MSA, total</b>	765	780	914	917	918	951	958	980	896	979	953	1,116	11,127
Dept. stores (excl. leased depts.)	71	71	92	98	108	95	92	106	92	102	126	195	1,248
Dept. stores (incl. leased depts.) <sup>2</sup>	71	73	93	99	109	96	93	107	93	103	127	197	1,261
GAF, total <sup>3</sup>	185	179	210	218	237	216	209	240	207	228	266	421	2,816
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	7,077	6,996	7,808	8,071	8,213	8,131	8,272	8,515	7,929	8,252	8,373	10,263	97,900
Nondurable goods, total	4,382	4,139	4,617	4,757	4,827	4,815	4,880	4,890	4,632	4,893	4,980	6,451	58,263
Dept. stores (excl. leased depts.)	490	487	564	609	624	614	581	641	598	649	780	1,360	7,997
Dept. stores (incl. leased depts.) <sup>2</sup>	509	504	586	629	646	635	602	661	617	669	798	1,393	8,249
GAF, total <sup>3</sup>	1,723	1,644	1,880	1,959	2,010	1,994	1,963	2,099	1,972	2,122	2,448	4,008	25,822
<b>Anaheim-Santa Ana, CA PMSA, total</b>	1,498	1,536	1,684	1,779	1,856	1,820	1,868	1,959	1,742	1,795	1,813	2,197	21,547
Dept. stores (excl. leased depts.)	102	103	119	128	132	130	124	138	125	137	163	291	1,692
Dept. stores (incl. leased depts.) <sup>2</sup>	105	105	122	130	135	133	127	141	128	139	166	296	1,727
GAF, total <sup>3</sup>	371	359	416	418	469	463	479	524	456	477	542	879	5,853
<b>Los Angeles-Long Beach, CA PMSA, total</b>	4,184	4,060	4,543	4,715	4,761	4,729	4,795	4,897	4,652	4,789	4,894	6,068	57,087
Nondurable goods, total	2,714	2,545	2,839	2,907	2,959	2,965	2,998	3,007	2,868	3,035	3,086	3,935	35,858
Dept. stores (excl. leased depts.)	286	280	325	350	362	355	333	366	344	370	445	773	4,589
Dept. stores (incl. leased depts.) <sup>2</sup>	300	292	339	363	376	370	346	380	357	383	457	796	4,759
GAF, total <sup>3</sup>	1,058	987	1,135	1,196	1,210	1,198	1,169	1,239	1,166	1,270	1,460	2,367	15,475
<b>Los Angeles, CA City, total</b>	1,764	1,658	1,869	1,951	1,895	1,871	1,891	1,881	1,777	1,787	1,771	2,207	22,322
Nondurable goods, total	1,086	1,000	1,110	1,133	1,128	1,134	1,166	1,144	1,083	1,163	1,132	1,390	13,669
Dept. stores (excl. leased depts.)	97	96	109	116	120	119	109	118	112	119	141	232	1,488
Dept. stores (incl. leased depts.) <sup>2</sup>	101	100	116	122	125	125	115	124	117	124	146	242	1,557
GAF, total <sup>3</sup>	394	356	404	428	422	412	385	399	397	414	489	752	5,252
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	1,622	1,564	1,733	1,721	1,703	1,718	1,733	1,741	1,678	1,775	1,831	2,505	21,324
Nondurable goods, total	958	914	1,011	1,021	1,030	993	1,017	1,024	957	1,007	1,093	1,487	12,512
Dept. stores (excl. leased depts.)	120	128	149	148	153	144	142	164	139	150	184	299	1,920
Dept. stores (incl. leased depts.) <sup>2</sup>	125	133	154	153	159	149	147	169	143	156	191	309	1,988
GAF, total <sup>3</sup>	415	434	471	481	477	458	447	477	454	477	549	901	6,041
<b>Miami-Hialeah, FL PMSA, total</b>	823	794	878	900	901	898	952	964	920	947	1,002	1,359	11,338
Nondurable goods, total	526	513	566	587	598	591	622	633	580	605	653	891	7,365
Dept. stores (excl. leased depts.)	74	79	90	92	98	93	91	105	88	95	115	183	1,203
Dept. stores (incl. leased depts.) <sup>2</sup>	77	82	93	95	101	95	93	108	91	98	119	190	1,242
GAF, total <sup>3</sup>	230	247	260	282	288	277	275	300	283	300	337	553	3,632
<b>Milwaukee-Recline, WI CMSA, total</b>	713	750	857	892	879	849	851	901	855	874	884	1,045	10,350
Dept. stores (excl. leased depts.)	60	59	78	78	82	78	75	90	82	87	110	167	1,046
Dept. stores (incl. leased depts.) <sup>2</sup>	61	60	79	80	84	79	76	92	84	89	112	171	1,067
GAF, total <sup>3</sup>	169	164	197	203	209	204	193	221	213	230	270	398	2,671
<b>Milwaukee, WI PMSA, total</b>	602	629	717	758	735	701	719	746	699	731	734	882	8,653
Dept. stores (excl. leased depts.)	51	50	67	67	71	66	64	77	71	74	93	142	893
Dept. stores (incl. leased depts.) <sup>2</sup>	53	52	69	69	73	68	66	79	74	76	96	147	922
GAF, total <sup>3</sup>	150	146	174	179	184	176	171	192	186	200	235	353	2,346
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,223	1,179	1,331	1,346	1,358	1,385	1,330	1,417	1,295	1,323	1,289	1,643	16,119
Dept. stores (excl. leased depts.)	122	123	147	154	163	157	149	175	156	182	194	293	2,015
Dept. stores (incl. leased depts.) <sup>2</sup>	127	128	152	160	169	163	154	181	162	188	201	303	2,088
GAF, total <sup>3</sup>	309	293	339	354	363	363	345	393	370	398	434	661	4,622
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	8,723	8,546	9,617	9,927	10,180	10,473	10,204	10,303	10,308	10,469	10,455	13,427	122,632
Nondurable goods, total	5,904	5,611	6,078	6,178	6,411	6,307	6,206	6,252	6,327	6,782	6,793	8,568	77,417
Dept. stores (excl. leased depts.)	501	579	659	730	823	797	638	761	785	860	996	1,624	9,753
Dept. stores (incl. leased depts.) <sup>2</sup>	531	603	688	760	849	823	660	786	813	890	1,029	1,675	10,107
GAF, total <sup>3</sup>	2,079	2,113	2,389	2,604	2,783	2,744	2,476	2,673	2,792	2,876	3,162	4,961	33,652
<b>Nassau-Suffolk, NY PMSA, total</b>	1,800	1,749	1,902	1,983	2,005	2,102	2,106	2,034	1,939	2,017	2,032	2,555	24,224
Nondurable goods, total	1,274	1,159	1,215	1,223	1,249	1,219	1,246	1,156	1,135	1,241	1,248	1,583	14,948
Dept. stores (excl. leased depts.)	87	102	115	131	149	149	114	139	141	152	181	293	1,753
Dept. stores (incl. leased depts.) <sup>2</sup>	99	111	128	145	161	162	124	148	151	162	193	315	1,899
<b>New York, NY PMSA, total</b>	3,447	3,354	3,831	3,855	3,846	3,978	3,726	3,924	4,067	3,964	3,909	5,015	46,916
Nondurable goods, total	2,224	2,139	2,327	2,339	2,419	2,374	2,239	2,350	2,449	2,576	2,557	3,228	29,221
Dept. stores (excl. leased depts.)	200	227	255	280	316	301	238	278	309	339	364	604	3,711
Dept. stores (incl. leased depts.) <sup>2</sup>	211	236	264	289	324	308	244	286	318	348	376	621	3,825
GAF, total <sup>3</sup>	886	865	1,005	1,094	1,153	1,148	1,020	1,079	1,166	1,199	1,222	1,904	13,741
<b>Newark, NJ PMSA, total</b>	838	798	909	973	1,015	990	959	968	985	1,020	1,052	1,384	11,891
Dept. stores (excl. leased depts.)	45	53	61	68	74	71	56	69	76	76	93	153	888
Dept. stores (incl. leased depts.) <sup>2</sup>	47	55	63	69	75	73	58	71	71	77	95	157	911
<b>New York, NY City, total</b>	2,955	2,822	3,222	3,210	3,146	3,286	3,146	3,349	3,495	3,369	3,298	4,260	39,558
Nondurable goods, total	1,826	1,756	1,912	1,919	1,967	1,954	1,843	1,938	2,028	2,128	2,086	2,642	23,999
Dept. stores (excl. leased depts.)	156	176	198	218	242	229	179	211	243	265	280	462	2,859
Dept. stores (incl. leased depts.) <sup>2</sup>	164	183	204	223	247	234	183	215	249	271	288	474	2,935
GAF, total <sup>3</sup>	750	723	847	905	956	964	859	883	985	998	1,002	1,555	11,427

See footnotes at end of list of areas.



**Table 11. Estimated Monthly Retail Sales by Selected Kinds of Business for Specified Areas and Cities: January 1987 to December 1996—Con.**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>2,978</b>	<b>3,043</b>	<b>3,639</b>	<b>3,674</b>	<b>3,634</b>	<b>4,039</b>	<b>3,803</b>	<b>3,777</b>	<b>3,797</b>	<b>3,730</b>	<b>3,709</b>	<b>4,884</b>	<b>44,707</b>
Nondurable goods, total	1,832	1,812	2,013	2,036	2,065	2,023	1,935	1,979	2,002	2,106	2,170	2,895	24,868
Dept. stores (excl. leased depts.)	212	220	284	313	340	316	270	315	313	338	433	692	4,046
Dept. stores (incl. leased depts.) <sup>2</sup>	222	228	293	321	347	323	277	324	322	347	443	706	4,153
GAF, total <sup>3</sup>	604	625	747	831	837	825	763	859	860	916	1,067	1,773	10,707
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,385</b>	<b>2,400</b>	<b>2,863</b>	<b>2,880</b>	<b>2,836</b>	<b>3,155</b>	<b>2,981</b>	<b>2,944</b>	<b>2,952</b>	<b>2,924</b>	<b>2,899</b>	<b>3,823</b>	<b>35,042</b>
Nondurable goods, total	1,475	1,438	1,606	1,607	1,615	1,588	1,505	1,529	1,555	1,642	1,685	2,262	19,507
Dept. stores (excl. leased depts.)	169	173	228	249	272	252	216	248	251	271	347	556	3,232
Dept. stores (incl. leased depts.) <sup>2</sup>	178	180	235	255	278	258	221	254	258	278	355	567	3,317
GAF, total <sup>3</sup>	477	495	592	653	662	656	619	683	692	737	851	1,412	8,529
<b>Philadelphia, PA City, total</b>	<b>516</b>	<b>511</b>	<b>580</b>	<b>599</b>	<b>596</b>	<b>636</b>	<b>630</b>	<b>593</b>	<b>583</b>	<b>619</b>	<b>638</b>	<b>736</b>	<b>7,237</b>
Dept. stores (excl. leased depts.)	30	28	38	41	46	42	36	39	41	45	56	87	529
Dept. stores (incl. leased depts.) <sup>2</sup>	31	29	39	42	46	43	37	40	42	45	58	88	540
<b>Phoenix, AZ MSA, total</b>	<b>953</b>	<b>934</b>	<b>1,078</b>	<b>1,052</b>	<b>1,076</b>	<b>1,019</b>	<b>989</b>	<b>1,051</b>	<b>1,027</b>	<b>1,080</b>	<b>1,121</b>	<b>1,413</b>	<b>12,793</b>
Dept. stores (excl. leased depts.)	78	81	96	97	99	89	83	94	84	90	118	200	1,209
Dept. stores (incl. leased depts.) <sup>2</sup>	80	83	98	100	101	90	84	95	86	92	120	205	1,234
GAF, total <sup>3</sup>	234	212	275	259	261	238	215	256	236	269	311	549	3,315
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>841</b>	<b>951</b>	<b>1,031</b>	<b>1,079</b>	<b>1,140</b>	<b>1,063</b>	<b>1,124</b>	<b>1,182</b>	<b>1,060</b>	<b>1,134</b>	<b>1,201</b>	<b>1,391</b>	<b>13,197</b>
Nondurable goods, total	561	585	631	645	691	652	642	690	650	729	795	981	8,252
Dept. stores (excl. leased depts.)	74	83	102	119	130	117	114	140	127	141	187	265	1,599
Dept. stores (incl. leased depts.) <sup>2</sup>	78	86	106	125	135	121	118	146	132	148	196	277	1,668
GAF, total <sup>3</sup>	212	230	255	286	305	286	271	308	289	311	380	589	3,722
<b>Pittsburgh, PA PMSA, total</b>	<b>819</b>	<b>927</b>	<b>1,001</b>	<b>1,051</b>	<b>1,103</b>	<b>1,028</b>	<b>1,087</b>	<b>1,149</b>	<b>1,028</b>	<b>1,091</b>	<b>1,155</b>	<b>1,332</b>	<b>12,771</b>
Nondurable goods, total	543	566	609	625	663	625	613	664	625	696	757	934	7,920
Dept. stores (excl. leased depts.)	67	75	93	108	118	106	103	128	117	129	172	244	1,460
Dept. stores (incl. leased depts.) <sup>2</sup>	71	79	96	113	123	110	107	133	122	135	180	254	1,523
GAF, total <sup>3</sup>	199	213	232	263	275	260	244	279	268	283	348	538	3,402
<b>St. Louis, MO-IL MSA, total</b>	<b>1,093</b>	<b>1,121</b>	<b>1,314</b>	<b>1,387</b>	<b>1,383</b>	<b>1,341</b>	<b>1,329</b>	<b>1,347</b>	<b>1,333</b>	<b>1,351</b>	<b>1,344</b>	<b>1,674</b>	<b>16,017</b>
Dept. stores (excl. leased depts.)	115	118	146	159	170	151	145	161	152	165	201	313	1,996
Dept. stores (incl. leased depts.) <sup>2</sup>	118	120	149	163	173	154	147	164	154	168	204	316	2,030
GAF, total <sup>3</sup>	296	307	368	392	397	356	344	368	351	377	461	740	4,757
<b>San Diego, CA MSA, total</b>	<b>1,063</b>	<b>1,037</b>	<b>1,220</b>	<b>1,246</b>	<b>1,273</b>	<b>1,287</b>	<b>1,304</b>	<b>1,329</b>	<b>1,260</b>	<b>1,409</b>	<b>1,354</b>	<b>1,763</b>	<b>15,545</b>
Nondurable goods, total	650	625	677	730	743	719	747	773	729	785	778	1,080	9,036
Dept. stores (excl. leased depts.)	85	82	95	103	105	104	104	114	106	117	135	233	1,383
Dept. stores (incl. leased depts.) <sup>2</sup>	88	84	98	106	108	107	106	117	109	120	138	240	1,421
GAF, total <sup>3</sup>	319	316	340	370	378	373	371	444	385	402	444	760	4,902
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,042</b>	<b>3,020</b>	<b>3,333</b>	<b>3,480</b>	<b>3,635</b>	<b>3,553</b>	<b>3,566</b>	<b>3,601</b>	<b>3,469</b>	<b>3,562</b>	<b>3,501</b>	<b>4,553</b>	<b>42,315</b>
Nondurable goods, total	2,165	2,077	2,266	2,362	2,452	2,406	2,434	2,462	2,314	2,456	2,429	3,165	28,988
Dept. stores (excl. leased depts.)	227	232	265	291	310	290	284	327	288	305	386	643	3,848
Dept. stores (incl. leased depts.) <sup>2</sup>	234	238	273	300	316	297	290	334	295	314	394	653	3,938
GAF, total <sup>3</sup>	778	808	895	930	963	953	940	1,042	983	1,025	1,168	1,937	12,422
<b>Oakland, CA PMSA, total</b>	<b>1,027</b>	<b>998</b>	<b>1,132</b>	<b>1,200</b>	<b>1,236</b>	<b>1,239</b>	<b>1,235</b>	<b>1,244</b>	<b>1,201</b>	<b>1,223</b>	<b>1,161</b>	<b>1,455</b>	<b>14,351</b>
Dept. stores (excl. leased depts.)	70	72	82	89	96	90	88	103	88	93	123	201	1,195
Dept. stores (incl. leased depts.) <sup>2</sup>	71	75	84	92	98	91	90	105	90	95	125	205	1,221
<b>San Francisco, CA PMSA, total</b>	<b>821</b>	<b>838</b>	<b>904</b>	<b>926</b>	<b>977</b>	<b>936</b>	<b>966</b>	<b>1,001</b>	<b>1,018</b>	<b>981</b>	<b>975</b>	<b>1,255</b>	<b>11,598</b>
Nondurable goods, total	649	619	673	695	723	713	750	738	796	776	754	951	8,837
Dept. stores (excl. leased depts.)	68	68	78	86	89	84	84	93	85	90	107	181	1,113
Dept. stores (incl. leased depts.) <sup>2</sup>	71	70	80	88	91	86	85	95	87	92	110	185	1,140
GAF, total <sup>3</sup>	244	242	279	288	298	288	290	318	304	330	351	557	3,789
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,106</b>	<b>1,060</b>	<b>1,173</b>	<b>1,238</b>	<b>1,284</b>	<b>1,303</b>	<b>1,348</b>	<b>1,373</b>	<b>1,306</b>	<b>1,351</b>	<b>1,342</b>	<b>1,891</b>	<b>15,775</b>
Dept. stores (excl. leased depts.)	73	72	88	92	104	109	110	125	111	117	134	216	1,351
Dept. stores (incl. leased depts.) <sup>2</sup>	76	76	91	95	106	112	113	128	114	120	138	225	1,394
GAF, total <sup>3</sup>	333	331	375	389	412	428	438	450	420	437	503	896	5,412
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,440</b>	<b>1,431</b>	<b>1,607</b>	<b>1,553</b>	<b>1,517</b>	<b>1,495</b>	<b>1,481</b>	<b>1,519</b>	<b>1,494</b>	<b>1,452</b>	<b>1,471</b>	<b>1,980</b>	<b>18,440</b>
Nondurable goods, total	1,036	1,008	1,156	1,105	1,065	1,010	1,020	1,028	981	946	972	1,403	12,730
Dept. stores (excl. leased depts.)	81	86	107	103	105	97	97	102	90	103	127	199	1,297
Dept. stores (incl. leased depts.) <sup>2</sup>	84	90	112	108	109	101	100	105	94	107	132	207	1,349
GAF, total <sup>3</sup>	210	214	246	246	243	231	229	241	223	248	285	467	3,083
<b>Washington, DC-MD-VA MSA, total</b>	<b>1,874</b>	<b>1,976</b>	<b>2,354</b>	<b>2,501</b>	<b>2,631</b>	<b>2,642</b>	<b>2,641</b>	<b>2,616</b>	<b>2,495</b>	<b>2,600</b>	<b>2,445</b>	<b>3,223</b>	<b>29,998</b>
Nondurable goods, total	1,217	1,197	1,351	1,417	1,506	1,444	1,482	1,503	1,442	1,563	1,522	2,044	17,688
Dept. stores (excl. leased depts.)	130	151	193	208	214	198	186	207	212	225	256	412	2,592
Dept. stores (incl. leased depts.) <sup>2</sup>	137	158	201	216	222	205	191	213	219	232	264	425	2,683
GAF, total <sup>3</sup>	451	476	570	615	647	627	598	666	656	682	760	1,259	8,007

<sup>1</sup>For definitions of metropolitan areas, see Appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



# Appendix A.

## Explanatory Material

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### SAMPLE DESIGN

The Monthly Retail Trade Survey (MRTS) sample is a probability sample, selected from employers contained on the Census Bureau's Standard Statistical Establishment List (SSEL). The SSEL includes all employer businesses that make social security payments for employees under the Federal Insurance Contributions Act (FICA). The list sample is updated quarterly to account for new employer businesses (births) and employers which go out of business (deaths).

We previously used an area sample to account for employer births and nonemployers in retail trade. Effective with the August 1993 estimates, we dropped the area sample component from the MRTS. To account for sales and inventories for employer births and nonemployers, we implemented a benchmarking operation that adjusted the monthly estimates to the results from the annual surveys. The annual surveys include data for employer births and nonemployers. Commencing with the 1992 annual survey, we derived estimates from employer births which were added to the sample in the following year (see the section, "Sampling For New Businesses"). We also derived estimates for nonemployers from administrative records provided by other Federal agencies. The 1992 Annual Retail Trade Survey was the last one in which we used the area sample to obtain data for employer births and nonemployers.

**Initial sampling.** The sample was originally drawn from establishments of the SSEL as of December 31, 1989. The initial SSEL consisted of two lists. One list was composed of all Employer Identification (EIN) numbers (assigned in connection with FICA) with reported payroll for at least one quarter of 1989. The other list consisted of all establishments of known multiestablishment companies as of December 31, 1989. These lists contained information on sales, payroll, employment, name and address, kind-of-business classification, etc.

Before the sampling frame was available, a study was made of the universe of retail businesses using files from the 1987 Census of Retail Trade and the 1988 SSEL. This study determined the stratification of the sampling units based on 1987 sales and kinds of business. The study also determined the optimal allocation of the sample necessary to meet specified sampling variability objectives for sales of different kind-of-business groups. The primary stratum

boundary determined in the study was the certainty cutoff to be used for each kind of business. The cutoff was particularly important since it also determined the type of sampling unit.

The sampling units consisted of both companies and EINs. If a company had total retail sales (on a 1987 basis) above the corresponding cutoff for its major kind of business or total sales for any minor kind of business above the corresponding cutoff for the minor kind of business, the company was selected into the sample with certainty (i.e., probability = 1.0). The company, which might consist of many EINs, was considered to be the sampling unit; therefore, any new establishments that the company might acquire, even if under new or different EINs, were in the sample with certainty. All multiestablishment retail companies, not selected with certainty, were treated on an EIN basis; that is, the EIN was the sampling unit. The EINs were stratified according to their major kinds of business and their estimated sales (on a 1987 basis). Within each stratum, three samples of EINs were selected. The sampling rates for these EINs varied between 1 in 3 and 1 in 1,000. All three of these noncertainty samples are used for the monthly survey, while two are used for the annual survey. The use of these samples will be more fully explained in sections that follow.

**Sampling for new businesses (Births).** We used a two-phase selection procedure for all EIN "births", after the initial selection. EIN births are new EINs assigned by the Internal Revenue Service (IRS) which are on the latest available IRS mailing list for FICA taxpayers. In the first phase, births are arranged by kind of business and size (expected employment or quarterly payroll). A relatively large sample is drawn and canvassed in order to obtain a more reliable measure of size (sales in two recent months) and correct kind-of-business code or a more detailed kind-of-business code, if needed.

Using this more reliable information, the births selected in phase one are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1989 SSEL. Because of the lag in identifying births and the time needed to accomplish the two-phase birth selection procedure, births are actually added to the sample approximately 9 months after they began operation. The birth selection procedure is carried out quarterly.



The EIN births that are selected in the quarterly birth selection procedure in early November of the annual survey year are included in the main mailing of the annual survey questionnaires early in the following year.

To account for all EIN births in the annual survey year, and specifically to account for the coverage lag in the quarterly birth selection procedure, we add EIN births that are selected in the quarterly birth selection procedure in the following year. We mail annual survey forms to these births in June and August to supplement the main survey mailing. We impute for the selected births that do not report.

Selected EINs that were reactivated in the quarterly processing, that were not included in the main mailing in January, and that had payroll in the annual survey year are treated in a similar manner to the EIN births.

To be eligible for the sample canvass and tabulation, a retail business must meet both of the following requirements:

1. It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
2. It must have been selected from either the SSEL or the file of employer births.

In the case of businesses that were selected into the sample with certainty, the first requirement is changed. These sampling units are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, these businesses are contacted and, if there are successor businesses, they are added to the survey.

## COVERAGE

**Monthly coverage.** The companies selected with certainty are asked to submit reports covering the sales from all of their retail stores. The certainty companies are sent forms each month that request the sales for the month just ended. For example, January sales are requested during February.

EINs selected in the three noncertainty samples are asked to report four times a year on a rotating basis. EINs selected in the same sample are asked to report the sales for the month just ended and the month prior to that month for the retail stores operated under the selected EIN. For example, the EINs selected in the first sample are asked to report their January and December sales during February; April and March sales during May; July and June sales during August; and October and September sales during November.

The sample used for the Monthly Retail Inventories Survey is a subsample of the Monthly Retail Sales Survey and the coverage is similar to that described above.

**Annual coverage.** The Annual Retail Trade sample consists of the certainty companies plus EINs selected in two of the three noncertainty list samples.

## ESTIMATION

**Monthly estimates.** The current month's weighted data (January in the example above) from the certainty companies are added to the similar current month's data from the EINs in the first sample to develop the current month unbiased estimates of January sales and end-of-month inventories for retail stores. Previous month unbiased estimates of December sales and end-of-December inventories are also developed from the first sample of retailers in a similar manner.

The preliminary composite estimate for a particular SIC level is the weighted average of the current month unbiased estimate (weight 0.25) and a ratio estimate (weight 0.75) obtained by multiplying the ratio of the current-to-previous month unbiased estimates, as measured by the first sample, by the preliminary composite estimate for the previous month.

In March, the EINs in the second noncertainty sample are asked to report their February and January sales and end-of-month inventories for each of those months. Therefore, we will have reports of January sales and inventories from two different groups of retailers (the current month from the first list sample plus the previous month from the second list sample). The January data from the two noncertainty list samples and the certainty companies are combined to derive the final January composite estimates. The final composite estimates for individual kind-of-business levels are also weighted averages of two estimates - the preliminary composite estimate for January (weight 0.8) and the previous month unbiased estimate (weight 0.2) for January, as obtained from the February reporting panel.

**Annual estimates.** We derived the annual sales, purchases, accounts receivables, and value of inventories published in this report from the Annual Retail Trade Survey. Data from the annual survey were based on the summation of weighted data reported by the sampling units selected for the survey. We made the sales, purchases, and inventories estimates for 1992 through 1994 comparable to sales derived in the 1992 Census of Retail Trade as follows:

- For employer data, we multiplied the results from the annual survey by the ratio of 1992 Census of Retail Trade sales estimates to the 1992 sales estimates derived in the annual survey.
- For nonemployers, we used data obtained in administrative records from other Federal agencies.
- We summed the estimates for employers and nonemployers to derive the published estimates.

## RELIABILITY OF DATA

An estimate based on a sample survey will differ from the population value because of sampling variability and nonsampling error. Sampling variability occurs because

observations are made only on a sample, not on the entire population. Nonsampling errors can be attributed to many sources in the reporting, collection, and processing of data. The accuracy of a survey result is determined by the joint effects of sampling variability and nonsampling errors.

The particular sample used for the Annual and Monthly Retail Trade Surveys is one of a large number of all possible samples of the same size that could have been selected using the same design. Estimates derived from different samples would differ from each other. The average of these estimates would be close to the estimate derived from a complete enumeration of the population. This assumes that a complete enumeration has the same nonsampling error as the sample survey.

The standard error of the estimate is a measure of the variability among the estimates from all possible samples of the same size and design and thus is a measure of the precision with which an estimate from a particular sample approximates the results of a complete enumeration. The coefficient of variation (expressed as a percent) is the standard error of the estimate times 100 divided by the value of the estimate derived from the sample and are also subject to sampling variability. Estimates of coefficients of variation in percent for the National level estimates are shown in Tables A-1 through A-3.

Coefficients of variation for the sales estimates at various geographic areas are contained in the Current Business Reports Monthly Retail Trade, Sales and Inventories.

The coefficients of variation presented in the tables permit certain confidence statements about the sample estimates. As noted before, the particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about two out of three of these samples (67 percent), the estimate would differ from a complete enumeration by less than the corresponding percentage for that estimate shown in Tables A-1 through A-3. In about 9 out of 10 of these samples (90 percent), the estimates would differ from the results of a complete enumeration by less than 1.65 times the percentages shown.

The coefficients of variation shown in this report do not measure biases which might arise from difference of response or nonreporting. Nonresponse amounted to about 9 percent for the annual sales, 21 percent for the monthly sales, 13 percent for the end-of-year inventories, 29 percent for the end-of-month inventories, 25 percent for annual purchases, and 13 percent for accounts receivable on the basis of total dollar volume estimates.

**Table A-1. Estimated Coefficients of Variation for Monthly Retail Sales and End-of-Month Inventories by Kinds of Business**

[Coefficients are percentages—based on sales and inventories estimates not adjusted for seasonal variations, holiday, or trading day differences]

SIC code	Kind of business	Sales		Dollar volume inventory estimates
		Range	Median	
	<b>Retail trade, total</b> .....	<b>0.8-0.9</b>	<b>0.9</b>	<b>1.2</b>
	Total (excl. automotive group) .....	0.9-1.0	0.9	(NA)
	<b>Durable goods, total</b> .....	<b>1.1-1.3</b>	<b>1.1</b>	<b>2.3</b>
52	<b>Building materials group stores</b> .....	<b>3.0-3.5</b>	<b>3.1</b>	<b>3.2</b>
521,	Building materials, supply stores .....	3.3-4.0	3.5	(NA)
521,3,5	Building materials, supply stores .....	3.3-4.0	3.4	(NA)
525	Hardware stores .....	4.4-5.8	4.8	(NA)
554	<b>Automotive dealers</b> .....	<b>1.5-1.8</b>	<b>1.6</b>	<b>2.2</b>
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers .....	1.7-1.9	1.8	(NA)
551,2	Motor vehicle dealers .....	1.4-1.7	1.6	(NA)
551	Motor vehicle dealers (franch.) .....	1.5-1.7	1.6	(NA)
553	Auto and home supply stores .....	2.7-4.2	3.7	(NA)
57	<b>Furniture group stores</b> .....	<b>1.3-1.9</b>	<b>1.5</b>	<b>1.8</b>
571	Furniture and home furnishings stores .....	3.0-4.2	3.4	(NA)
5712	Furniture stores .....	3.8-5.2	4.2	(NA)
5713	Floor covering stores .....	6.4-8.0	6.6	(NA)
5722,31,34	Household appliance, radio, TV, and computer stores .....	1.3-2.1	1.6	(NA)
5722	Household appliance stores .....	3.7-4.5	4.0	(NA)
5731,34	Radio, TV, and computer stores .....	1.6-2.5	2.0	(NA)
5941	Sporting goods stores and bicycle shops .....	4.9-5.8	5.6	(NA)
5942	Book stores .....	3.3-5.4	4.3	(NA)
5944	Jewelry stores .....	4.3-6.1	4.6	(NA)
	<b>Nondurable goods, total</b> .....	<b>1.0-1.3</b>	<b>1.1</b>	<b>0.9</b>
53	<b>General merchandise group stores</b> .....	<b>0.1-0.2</b>	<b>0.1</b>	<b>0.6</b>
531	Dept. stores, (excl. leased depts.) .....	0.0-0.0	0.0	0.4
531	Dept. stores, (incl. leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
533	Variety stores .....	1.9-2.7	2.4	(NA)
539	Miscellaneous general merchandise stores .....	0.5-0.7	0.6	(NA)
54	<b>Food group stores</b> .....	<b>1.2-1.4</b>	<b>1.3</b>	<b>1.3</b>
541	Grocery stores .....	1.2-1.4	1.3	(NA)
542	Meat and fish (seafood) markets .....	8.8-10.5	9.6	(NA)
546	Retail bakeries .....	9.4-10.3	10.0	(NA)
554	<b>Gasoline service stations</b> .....	<b>2.1-2.4</b>	<b>2.2</b>	<b>(NA)</b>
56	<b>Apparel and accessory stores</b> .....	<b>1.3-1.7</b>	<b>1.6</b>	<b>3.9</b>
561	Mens and boys clothing, furnishings .....	2.5-3.1	2.8	(NA)
562,3	Women's clothing specialty stores .....	3.3-4.9	4.6	(NA)
562	Women's ready to wear stores .....	3.9-5.4	5.2	(NA)
565	Family clothing stores .....	1.3-2.2	1.7	(NA)
566	Shoe stores .....	3.7-5.9	4.5	(NA)
58	<b>Eating and drinking places</b> .....	<b>5.2-6.1</b>	<b>5.4</b>	<b>(NA)</b>
5812	Eating places .....	5.5-6.5	5.7	(NA)
5812 pt.	Restaurants, lunchrooms, cafeterias .....	9.8-11.5	10.2	(NA)
	Refreshment places .....	4.1-5.1	4.5	(NA)
5813	Drinking places (alcoholic bev.) .....	3.5-3.9	3.7	(NA)
591	Drug and proprietary stores .....	1.1-1.6	1.4	(NA)
592	Liquor stores .....	2.4-3.1	2.7	(NA)
596	Nonstore retailers <sup>2</sup> .....	5.0-7.8	5.7	(NA)
5961	Total mail order .....	8.5-10.1	9.1	(NA)
598	Fuel dealers .....	5.5-6.5	5.8	(NA)
53,56,57,594	<b>GAF, total</b> <sup>3</sup> .....	<b>0.6-0.8</b>	<b>0.7</b>	<b>(NA)</b>
594	Miscellaneous shopping goods stores .....	2.7-3.3	3.0	(NA)

(NA) Not available.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: The ranges and medians of the coefficients of variation shown above are based on sales and inventories estimates for the 6 most recent data months.



Table A-2. **Estimated Coefficients of Variation for Sales, Inventories, and Purchases Estimates**

[In percent]

SIC code	Kind of business	Annual dollar volume estimates			Inventories/ sales ratio	Gross Margin as a percent of sales
		Sales	Inventories	Purchases		
	<b>Retail trade, total .....</b>	<b>0.7</b>	<b>0.8</b>	<b>0.8</b>	<b>0.6</b>	<b>0.6</b>
	Total (excluding automotive group) .....	0.6	0.7	0.6	0.6	0.5
	<b>Durable goods stores, total .....</b>	<b>1.4</b>	<b>1.3</b>	<b>1.6</b>	<b>0.9</b>	<b>1.2</b>
52	Building materials, hardware, garden supply, and mobile home dealers .....	3.0	3.6	3.1	1.7	1.4
521,3	Building materials and supply stores .....	3.1	(NA)	3.2	(NA)	1.2
525	Hardware stores .....	6.3	(NA)	5.7	(NA)	3.3
55 ex. 554	Automotive dealers .....	2.1	2.0	2.3	1.4	2.4
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers .....	2.2	(NA)	2.4	(NA)	2.7
553	Automotive and home supply stores .....	3.7	(NA)	4.5	(NA)	2.1
57	Furniture, home furnishings, equipment stores ..	2.0	2.3	2.0	1.2	1.2
571	Furniture and home furnishings stores .....	3.5	(NA)	3.5	(NA)	1.1
5722,31,34	Household appliance, radio, TV and computer stores .....	2.4	(NA)	2.6	(NA)	2.3
	<b>Nondurable goods stores, total .....</b>	<b>0.7</b>	<b>0.8</b>	<b>0.7</b>	<b>0.7</b>	<b>0.6</b>
53	General merchandise group stores .....	0.2	0.2	0.2	0.1	0.2
531	Department stores .....	0.0	0.0	0.0	0.0	0.0
533	Variety stores .....	2.9	(NA)	3.1	(NA)	1.6
54	Food stores .....	1.2	1.1	1.3	0.8	0.8
541	Grocery stores .....	1.2	(NA)	1.4	(NA)	0.8
554	Gasoline service stations .....	2.7	(NA)	3.0	(NA)	1.8
56	Apparel and accessory stores .....	2.7	3.9	2.9	1.7	0.6
561	Men's, boys' clothing, furnishings stores .....	2.9	(NA)	3.2	(NA)	1.4
562,3	Women's clothing, specialty stores, furriers ..	7.9	(NA)	9.0	(NA)	1.7
566	Shoe stores .....	3.1	(NA)	4.2	(NA)	0.7
58	Eating and drinking places .....	2.6	(NA)	2.2	(NA)	0.6
591	Drug and proprietary stores .....	1.4	(NA)	1.2	(NA)	0.8
592	Liquor stores .....	3.6	(NA)	3.8	(NA)	3.0
53,56,57, 594	GAF, total <sup>1</sup> .....	0.7	(NA)	0.7	(NA)	0.4

(NA) Not applicable.

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (see explanatory material).

Note: The estimates of sampling variability shown above are based on estimates derived from the annual retail trade survey. Further detail for year-end inventories are available upon request.

Table A-3. **Estimated Coefficients of Variation for Accounts Receivable Dollar Volume Estimates**

[In percent]

Sic code	Kind of business	Total accounts receivable	Type of account			
			Charge	Installment		
				Total	Open-end	Closed-end
	<b>Retail accounts receivables, total . . . . .</b>	<b>2.1</b>	<b>3.0</b>	<b>2.7</b>	<b>2.8</b>	<b>6.9</b>
	Total (excluding automotive group) . . . . .	2.3	3.5	2.8	2.8	7.6
	<b>Durable goods stores, total . . . . .</b>	<b>5.7</b>	<b>3.9</b>	<b>11.1</b>	<b>15.9</b>	<b>8.1</b>
52	Building materials, hardware, garden supply, and mobile home dealers. . . . .	5.9	6.5	(S)	(S)	(S)
55 ex. 554	Automotive dealers . . . . .	5.3	5.6	10.8	13.9	15.9
57	Furniture, home furnishings, and equipment stores . . . . .	15.8	7.6	(S)	(S)	(S)
	<b>Nondurable goods stores, total. . . . .</b>	<b>0.8</b>	<b>4.3</b>	<b>0.6</b>	<b>0.7</b>	<b>3.6</b>
53	General merchandise group stores . . . . .	0.1	(S)	0.1	0.0	2.0
531	Department stores.(ex. leased depts.) . . . . .	0.0	(S)	0.0	0.0	0.0
554	Gasoline service stations . . . . .	5.7	7.6	10.5	10.8	(S)
56	Apparel and accessory stores. . . . .	3.1	10.5	3.3	3.4	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

## Appendix B.

# Kind-of-Business Classifications

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### GENERAL DESCRIPTION

Retail trade SIC Major Groups 52-59, includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of goods.

The kinds of business shown in this report parallel broad classifications defined in the 1987 edition of the Standard Industrial Classification (SIC) manual. Descriptions of each kind of business follow. Data for some kinds of business are not shown separately but are included in the major group of other totals.

### DURABLE GOODS

**Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC Major Group 52).** This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. It includes lumber and other building materials dealers and paint, glass, and wallpaper stores selling to the general public, even if sales to contractors account for a larger proportion of total sales. These establishments are known as "retail" in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

**Lumber and Other Building Materials Dealers (SIC 521).**<sup>1</sup> Establishments engaged in selling primarily lumber, or lumber and a general line of building materials, to the general public. The lumber which they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers. Establishments known as "home centers" are included here.

**Paint, Glass, and Wallpaper Stores (SIC 523).**<sup>1</sup> Establishments engaged in selling primarily paint, glass, and wallpaper, or any combination of these lines, to the general public.

**Hardware Stores (SIC 525).** Establishments primarily selling a number of basic hardware lines such as tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

**Retail Nurseries, Lawn and Garden Supply Stores (SIC 526).**<sup>1</sup> Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

**Mobile Home Dealers (SIC 527).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used mobile homes, including parts and accessories.

### Automotive Dealers (SIC Major Group 55 ex. 554)

This major group includes retail dealers selling new and used automobiles, boats, recreational trailers, and motorcycles; and those selling new automobile parts and accessories. Automobile repair shops maintained by the establishments engaged in the sale of new automobiles are also included.

**Motor Vehicle Dealers (Franchised)—New and Used (SIC 551).** Establishments primarily engaged in the sale of new automobiles or new and used foreign or domestic automobiles. These establishments frequently maintain repair departments and used car lots and carry stocks of replacement parts, tires, batteries, and automotive accessories. Used car lots and repair departments operated by franchised new passenger car dealers are not considered separate locations.

**Motor Vehicle Dealers (Nonfranchised)—Used Cars Only (SIC 552).**<sup>1</sup> Establishments primarily selling used cars and not holding a franchise for the sale of new cars.

**Auto and Home Supply Stores (SIC 553).** Establishments primarily engaged in the retail sale of automobile tires, batteries, and other automobile parts and accessories. These establishments frequently sell additional lines of merchandise such as household appliances, radios and television sets, sporting goods, housewares, and hardware.

<sup>1</sup>Data for this kind of business are not shown separately but are included in the larger group totals.



**Boat Dealers (SIC 555).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

**Recreational Vehicle Dealers (SIC 556).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used recreational trailers, campers (pickup coaches), and other trailers for passenger automobiles, and motor homes, including parts and accessories.

**Motorcycle Dealers (SIC 557).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorcycles and motor scooters, including parts and accessories.

**Automotive Dealers, Not Elsewhere Classified (SIC 559).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used automotive vehicles, such as snowmobiles, dunebuggies, go-carts, aircraft, utility trailers, and new automotive equipment and supplies, not elsewhere classified.

### **Furniture, Home Furnishings, and Equipment Stores (SIC Major Group 57)**

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

**Furniture Stores (SIC 5712).** Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radio and TV sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

**Floor Coverings Stores (SIC 5713).** Establishments primarily engaged in the retail sale of floor coverings and related products.

**Drapery, Curtain, and Upholstery Stores (SIC 5714).**<sup>1</sup> Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom made draperies and slipcovers for household use also are included.

**Miscellaneous Home Furnishing Stores (SIC 5719).**<sup>1</sup> Establishments primarily engaged in the retail sale of miscellaneous home furnishings, such as china, glassware, and metalware for kitchen and table use, bedding and linen, brooms, brushes, lamps and shades, mirrors and pictures, venetian blinds, window shades, and fireplace accessories.

**Household Appliance Stores (SIC 5722).** Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radio and television sets. Retail stores operated by public utility companies and primarily engaged in the sale of electric and gas appliances for household use are classified here.

**Radio, Television, and Electronics Stores (SIC 5731).** Establishments primarily engaged in the retail sale and installation of radios, television sets, record players, high fidelity (hi-fi), sound reproducing equipment and home computers. Such establishments also may sell additional lines, such as household appliances, musical instruments, or records.

**Computer and Computer Software Stores (SIC 5734).** Establishments primarily engaged in the retail sale of computers, computer peripheral equipment, and software.

**Music Stores (SIC 5735+5736).**<sup>1</sup> Establishments primarily engaged in the retail sale of musical instruments, phonograph records and albums, sheet music, and similar musical supplies.

### **Miscellaneous Durable Goods Stores (SIC Major Group 59, part)**

This includes all retail durable goods stores not elsewhere classified.

**Used Merchandise Stores (SIC 593).**<sup>2</sup> This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; musical instruments; office furniture, phonographs and phonograph records; and store fixtures and equipment. This industry also includes pawnshops.

**Sporting Goods Stores and Bicycle Shops (SIC 5941).** Establishments primarily selling a general or a specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; bicycles, bicycle parts and accessories; and gymnasium and playground equipment.

**Book Stores (SIC 5942).** Establishments primarily selling new books and periodicals. Stationery and related items may also be sold.

**Jewelry Stores (SIC 5944).** Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks.

<sup>2</sup>Data for this kind of business are not shown separately but are included in the durable goods stores total.

**Hobby, Toy, and Game Shops (SIC 5945).**<sup>3</sup> Establishments primarily engaged in the retail sale of toys, games, and hobby kits and supplies.

**Camera and Photographic Supply Stores (SIC 5946).**<sup>3</sup> Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Excluded are establishments primarily engaged in finishing films.

**Gift, Novelty, and Souvenir Shops (SIC 5947).**<sup>3</sup> Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, and miscellaneous small art goods such as greeting cards and holiday decorations.

**Luggage and Leather Goods Stores (SIC 5948).**<sup>3</sup> Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods.

**Optical Goods Stores (SIC 5995).**<sup>2</sup> Establishments primarily engaged in the retail sale of eyeglasses and related optical goods. Excluded are establishments whose receipts are primarily from examining eyes and prescribing eyeglasses or contact lenses.

**Miscellaneous Retail Stores Not Elsewhere Classified (SIC 5999).**<sup>2</sup> Establishments primarily engaged in the retail sale of specialized lines of merchandise such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, typewriters, telephones, pets, religious goods, hearing aids, rubber stamps, monuments and tombstones, and other merchandise not elsewhere classified.

## NONDURABLE GOODS

### General Merchandise Group Stores (SIC Major Group 53)

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, general stores, etc.

**Department Stores (SIC 531).** Establishments normally employing 50 people or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, home furnishings, appliances, and radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods.

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total store sales. An establishment with total sales of \$10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups are \$1 million or more. Department store sales have been separately presented for the following classifications:

Department stores (incl. leased depts.), and  
Department stores (excl. leased depts.).

Department stores (incl. leased depts.) are also sub-categorized as shown below:

**Conventional Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are not affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are primarily nationally advertised brands.
2. Appliances which are serviced by another company.
3. Limited lines of merchandise through seasonal or special catalogs.

**Discount or Mass Merchandising Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and usually:

1. Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
2. Provide centralized check-out service.
3. Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
4. Do not have a catalog order desk.

<sup>3</sup>Data for this kind of business are not shown separately but are included in the larger group: miscellaneous shopping goods stores (594).



These stores often sell:

1. Soft goods which are usually their own corporate brands or are unbranded.
2. Hard goods which are primarily nationally advertised brands.
3. Appliances which are serviced by another company.

**National Chain Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are their own corporate brands or are unbranded.
2. Appliances which are serviced by their own company.

**Variety Stores (SIC 533).** Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

**Miscellaneous General Merchandise Stores (SIC 539).** Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, homewares or home furnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores, but normally having less than 50 employees, and stores usually known as catalog showrooms, country general stores, or warehouse clubs are included here. Also included in this classification are establishments whose sales of apparel or of furniture and home furnishings exceed half of their total sales providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales.

## **Food Stores (SIC Major Group 54)**

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

**Grocery Stores (SIC 541).** Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetables, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed foods and nonedible grocery items. In addition, these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats.

Establishments commonly known as supermarkets, food stores, convenience stores, and delicatessens are included in this classification if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

**Meat and Fish (Seafood) Markets, Including Freezer Provisioners (SIC 542).** Establishments primarily engaged in the retail sale of fresh, frozen, or cured meats, fish, shellfish, and other seafood. Frequently these establishments also sell poultry, dairy products, eggs, some groceries, and items commonly used in preparing seafood or consumed with seafood.

**Fruit Stores and Vegetable Markets (SIC 543).<sup>1</sup>** Establishments primarily selling fresh fruits and fresh vegetables. These establishments frequently carry a limited line of grocery items. Roadside stands of farmers selling only their own produce are not included.

**Candy, Nut, and Confectionery Stores (SIC 544).<sup>1</sup>** Establishments primarily selling candy, nuts, sweetmeats, and other confections. A soda fountain or lunch counter is frequently operated in these stores. Also included are candy and popcorn stands located in motion picture theaters.

**Dairy Products Stores (SIC 545).<sup>1</sup>** Establishments primarily engaged in the retail sale of dairy products, such as milk, cream, butter, cheese, and related products, to over-the-counter customers.

**Retail Bakeries (SIC 546).** Establishments primarily engaged in the over-the-counter retail sale of bakery products such as bread, cakes, pies, or cookies, all or some of which may be baked on the premises.

**Other Miscellaneous Food Stores (SIC 549).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs and poultry, health foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowl cleaned and dressed by others.

## **Gasoline Service Stations (SIC 554)**

Establishments primarily selling gasoline and automotive lubricants. Usually these establishments also sell tires, batteries, and accessories, and perform minor repair work



and services. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants and establishments known as "truck stops" which are primarily engaged in selling diesel fuel to truckers are also included. Convenience food stores deriving more than 50 percent of their sales from the sale of gasoline are classified as gasoline service stations.

### **Apparel and Accessory Stores (SIC Major Group 56)**

Establishments in this major group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment.

**Men's and Boys' Clothing and Furnishings Stores (SIC 561).** Establishments primarily selling men's and boys' ready-to-wear clothing and furnishings.

**Women's Ready-to-Wear Stores (SIC 562).** Establishments primarily selling women's and girls' ready-to-wear apparel.

**Women's Accessory and Specialty Stores (SIC 563).<sup>1</sup>** Establishments primarily selling a specialized line of women's and girls' apparel, such as furs, sportswear, beachwear, blouses, hosiery, millinery, foundation garments, lingerie, robes, and other intimate wear.

**Children's and Infants' Wear Stores (SIC 564).<sup>1</sup>** Establishments primarily engaged in the retail sale of children's and infants' clothing, furnishings, and accessories. Such establishments may specialize in either children's or infants' wear or they may sell a combination of children's and infants' wear.

**Family Clothing Stores (SIC 565).** Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line.

**Shoe Stores (SIC 566).** Establishments primarily engaged in the retail sale of any one line, or a combination of the lines, of men's, women's, and children's footwear. These establishments frequently carry accessory lines such as hosiery, gloves, and handbags.

**Miscellaneous Apparel and Accessory Stores (SIC 569).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men's and women's clothing (except fur apparel SIC 568) to individual order.

### **Eating and Drinking Places (SIC Major Group 58)**

Establishments in this major group are primarily engaged in selling prepared foods and drinks for consumption on or near the premises and lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

#### **Restaurants, Lunchrooms, Cafeterias, and Contract Feeding (SIC 5812 part).**

*Restaurants and Lunchrooms.*<sup>4</sup> Establishments engaged in serving prepared food and beverages selected by the patron from a full menu. Waiter or waitress service is provided and the establishment has seating facilities for at least 15 patrons. These establishments often serve alcoholic beverages, but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared food.

*Cafeterias.*<sup>4</sup> Establishments engaged in serving prepared food and beverages primarily through the use of a cafeteria line where customers serve themselves from displayed selections. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

*Contract Feeding.*<sup>4</sup> Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. The facilities and personnel of these establishments may be provided by the contracting company, institutions, etc., however, the management is always supplied by the contractor.

**Social Caterers (SIC 5812 part).<sup>5</sup>** Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc., at a hall or similar place rather than at a fixed business location. Such establishments also may arrange for some entertainment but this should be a minor part of the business.

#### **Refreshment Places, Ice Cream, and Frozen Custard Stands, (SIC 5812 part).**

*Refreshment Places.*<sup>6</sup> Establishments primarily selling limited lines of refreshments and prepared food items. Included in this group are establishments which prepare refreshment items such as pizza, barbecued chicken, and hamburgers for consumption either on or near the premises or for "take-home" consumption.

<sup>4</sup>Data for this kind of business are not shown separately but are included in the larger group: Restaurants, Lunchrooms, Cafeterias.

<sup>5</sup>Data for this kind of business are not shown separately but are included in the larger group: Eating Places (SIC 5812).

<sup>6</sup>Data for this kind of business are not shown separately but are included in the larger group: Refreshment Places (SIC 5812 pt.).

*Ice Cream and Frozen Custard Stands.*<sup>6</sup> Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk.

**Drinking Places (SIC 5813).** Establishments primarily engaged in the retail sale of drinks such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on the premises. Prepared foods are frequently sold at these establishments, but receipts from the sale of prepared foods may not exceed receipts from sales of alcoholic beverages.

### **Drug Stores and Proprietary Stores (SIC 591)**

Establishments engaged in the retail sale of prescription drugs and patent medicines and which may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise. Included are drug stores which also have a soda fountain or lunch counter. These stores are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled.

### **Liquor Stores (SIC 592)**

Establishments primarily selling packaged alcoholic beverages, such as ale, beer, wine, and whiskey, for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

### **Miscellaneous Nondurable Goods Stores (SIC Major Group 59, part)**

This includes all retail nondurable goods stores not elsewhere classified.

### **Miscellaneous Shopping Goods Stores (SIC 594).**

Establishments engaged in the retail sale of one or more lines of merchandise similar to that found in department stores.

**Stationery Stores (SIC 5943).**<sup>3</sup> Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school and office supplies (excluding office furniture and machines).

**Sewing, Needlework, and Piece Goods Stores (SIC 5949).**<sup>3</sup> Establishments primarily engaged in the retail sale of piece goods, notions, sewing and knitting supplies, fabrics, patterns, and other needlework accessories.

**Mail-Order Houses (Department Store Merchandise) (SIC 5961 part).** Establishments with normally 50 or more employees primarily engaged in the retail sale by catalog and mail order of a general line of merchandise similar to that sold by department stores.

**Other Mail-Order Houses (SIC 5961 part).** Establishments primarily engaged in the retail sale of a specialized or limited line of merchandise such as food, automotive merchandise, apparel, books, stationery, etc., by catalog and mail order.

**Automatic Merchandising Machine Operators (SIC 5962).**<sup>7</sup> Establishments primarily engaged in the retail sale of products by means of automatic merchandising units (vending machines) which are generally located on the premises of other businesses. Those products include candy, nut, and confectionery; milk and ice cream; other beverages; and tobacco products.

**Direct Selling Establishments (SIC 5963).**<sup>7</sup> Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The merchandise includes building materials, hardware, and garden supplies; general merchandise, milk; other foods; apparel and accessories; furniture, home furnishings, and equipment; mobile food service; and books and stationery.

**Fuel Oil Dealers (SIC 5983).**<sup>8</sup> Establishments primarily engaged in the retail sale of fuel oil.

**Liquefied Petroleum Gas Dealers (SIC 5984).**<sup>8</sup> Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

**Fuel Dealers, Not Elsewhere Classified (SIC 5989)**<sup>8</sup> Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, or any combination of these lines.

**Florists (SIC 5992).**<sup>8</sup> Establishments primarily engaged in the retail sale of cut flowers and growing plants. Greenhouses and nurseries are included if receipts are primarily from the sale of products not grown on the premises.

**Cigar Stores and Stands (SIC 5993).**<sup>8</sup> Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

**News Dealers and Newsstands (SIC 5994).**<sup>8</sup> Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

<sup>7</sup>Data for this kind of business are not shown separately but are included in the larger group: Nonstore Retailers (SIC 596).

<sup>8</sup>Data for this kind of business are not shown separately but are included in the nondurable goods stores total.



## Appendix C.

# Metropolitan Areas Included in This Report

(Areas were defined by the Office of Management and Budget as of November 19, 1986)<sup>1</sup>

**ANAHEIM-SANTA ANA, CA PMSA** Coextensive with Orange County, CA.

**ATLANTA, GA MSA** Barrow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding, and Walton Counties, GA.

**BALTIMORE, MD MSA** Baltimore City; Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties, MD.

**BOSTON-LAWRENCE-SALEM-LOWELL-BROCKTON, MA NECMA** Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties, MA.

**CHICAGO-GARY-LAKE COUNTY, IL-IN-WI CMSA** Chicago, IL PMSA; Grundy, Kane, Kendall, Lake, and Will Counties, IL; Lake and Porter Counties, IN; Kenosha County, WI.

**CHICAGO, IL PMSA** Cook, DuPage, and McHenry Counties, IL.

**CINCINNATI-HAMILTON, OH-KY-IN CMSA** Butler, Clermont, Hamilton, and Warren Counties, OH; Boone, Campbell, and Kenton Counties, KY; Dearborn County, IN.

**CLEVELAND-AKRON-LORAIN, OH CMSA** Cleveland, OH PMSA; Lorain, Portage, and Summit Counties, OH.

**CLEVELAND, OH PMSA** Cuyahoga, Geauga, Lake, and Medina Counties, OH.

**DALLAS-FORT WORTH, TX CMSA** Collin, Dallas, Denton, Ellis, Johnson, Kaufman, Parker, Rockwall, and Tarrant Counties, TX.

**DENVER-BOULDER, CO CMSA** Adams, Arapahoe, Boulder, Denver, Douglas, and Jefferson Counties, CO.

**DETROIT-ANN ARBOR, MI CMSA** Detroit, MI PMSA; Washtenaw County, MI.

**DETROIT, MI PMSA** Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair, and Wayne Counties, MI.

**HOUSTON-GALVESTON-BRAZORIA, TX CMSA** Houston, TX PMSA; Brazoria and Galveston Counties, TX.

**HOUSTON, TX PMSA** Fort Bend, Harris, Liberty, Montgomery, and Waller Counties, TX.

**KANSAS CITY, MO-KS MSA** Cass, Clay, Jackson, Lafayette, Platte, and Ray Counties, MO; Johnson, Leavenworth, Miami, and Wyandotte Counties, KS.

**LOS ANGELES-ANAHEIM-RIVERSIDE, CA CMSA** Anaheim Santa Ana, CA PMSA; Los Angeles-Long Beach, CA PMSA; Riverside, San Bernardino, and Ventura Counties, CA.

**LOS ANGELES-LONG BEACH, CA PMSA** Coextensive with Los Angeles County, CA.

**MIAMI-FORT LAUDERDALE, FL CMSA** Miami-Hialeah, FL PMSA; Broward County, FL.

**MIAMI-HIALEAH, FL PMSA** Coextensive with Dade County, FL.

**MILWAUKEE-RACINE, WI CMSA** Milwaukee, WI PMSA; Racine County, WI.

**MILWAUKEE, WI PMSA** Milwaukee, Ozaukee, Washington, and Waukesha Counties, WI.

**MINNEAPOLIS-ST. PAUL, MN-WI MSA** Anoka, Carver, Chicago, Dakota, Hennepin, Isanti, Ramsey, Scott, Washington, and Wright Counties, MN; St. Croix County, WI.

**NASSAU-SUFFOLK, NY PMSA** Nassau and Suffolk Counties, NY.

**NEW YORK-NORTHERN NEW JERSEY-LONG ISLAND, NY-NJ-CT CMSA** Nassau-Suffolk, NY PMSA; New York, NY PMSA; Newark, NJ PMSA; Orange County, NY; Bergen, Hudson, Hunterdon, Middlesex, Monmouth, Ocean, Passaic, and Somerset Counties, NJ; Fairfield and Litchfield Counties, CT.

**NEW YORK, NY PMSA** Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland, and Westchester Counties, NY.

**NEWARK, NJ PMSA** Essex, Morris, Sussex, and Union Counties, NJ.

**OAKLAND, CA PMSA** Alameda and Contra Costa Counties, CA.

<sup>1</sup>CMSA—Consolidated Metropolitan Statistical Area; MSA—Metropolitan Statistical Area; PMSA—Primary Metropolitan Statistical Area; NECMA—New England County Metropolitan Area.



**PHILADELPHIA-WILMINGTON-TRENTON, PA-NJ-DE-MD CMSA** Philadelphia, PA-NJ PMSA; Cumberland, Mercer, and Salem Counties, NJ; New Castle County, DE; Cecil County, MD.

**PHILADELPHIA, PA-NJ PMSA** Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties, PA; Burlington, Camden, and Gloucester Counties, NJ

**PHOENIX, AZ MSA** Coextensive with Maricopa County, AZ.

**PITTSBURGH-BEAVER VALLEY, PA CMSA** Pittsburgh, PA PMSA; Beaver County, PA.

**PITTSBURGH, PA PMSA** Allegheny, Fayette, Washington, and Westmoreland Counties PA.

**ST. LOUIS, MO-IL MSA** St. Louis City; Franklin, Jefferson, St. Charles, and St. Louis Counties, MO; Clinton, Jersey, Madison, Monroe, and St. Clair Counties, IL.

**SAN DIEGO, CA MSA** Coextensive with San Diego County, CA.

**SAN FRANCISCO-OAKLAND-SAN JOSE, CA CMSA** Oakland, CA PMSA; San Francisco, CA PMSA; Napa, Santa Clara, Santa Cruz, Solano, and Sonoma Counties, CA.

**SAN FRANCISCO, CA PMSA** Marin, San Francisco, and San Mateo Counties, CA.

**SEATTLE-TACOMA, WA CMSA** King, Pierce, and Snohomish Counties, WA.

**TAMPA-ST. PETERSBURG-CLEARWATER, FL MSA** Hernando, Hillsborough, Pasco, and Pinellas Counties, FL.

**WASHINGTON, DC-MD-VA MSA** District of Columbia; Calvert, Charles, Frederick, Montgomery, and Prince George's Counties, MD; Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park cities; Arlington, Fairfax, Loudoun, Prince William, and Stafford Counties, VA.



## Appendix D.

# Geographic Regions and Divisions

### NORTHEAST

#### New England Division

Maine  
New Hampshire  
Vermont  
Massachusetts  
Rhode Island  
Connecticut

#### Middle Atlantic Division

New York  
New Jersey  
Pennsylvania

### MIDWEST

#### East North Central Division

Ohio  
Indiana  
Illinois  
Michigan  
Wisconsin

#### West North Central Division

Minnesota  
Iowa  
Missouri  
North Dakota  
South Dakota  
Nebraska  
Kansas

### SOUTH

#### South Atlantic Division

Delaware  
Maryland  
District of Columbia  
Virginia  
West Virginia  
North Carolina  
South Carolina  
Georgia  
Florida

#### East South Central Division

Kentucky  
Tennessee  
Alabama  
Mississippi

#### West South Central Division

Arkansas  
Louisiana  
Oklahoma  
Texas

### WEST

#### Mountain Division

Montana  
Idaho  
Wyoming  
Colorado  
New Mexico  
Arizona  
Utah  
Nevada

#### Pacific Division

Washington  
Oregon  
California  
Alaska  
Hawaii







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